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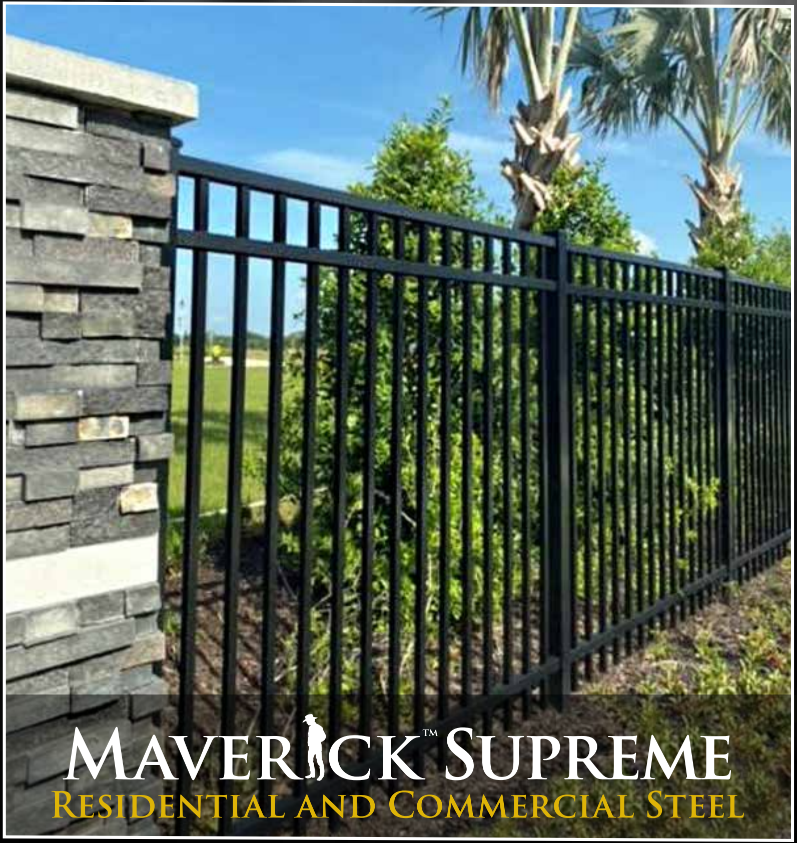

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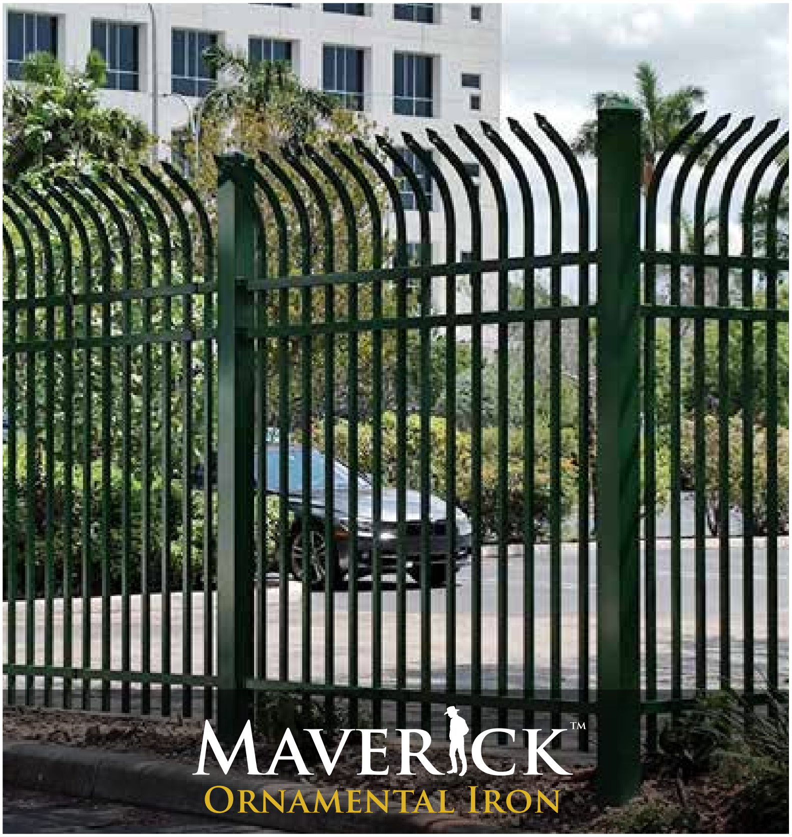

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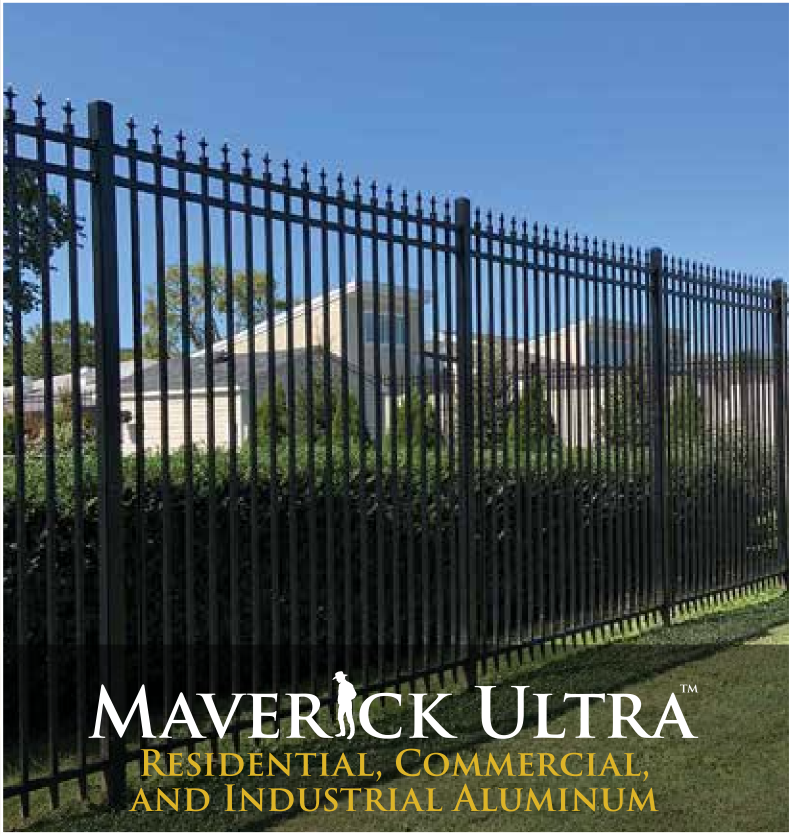

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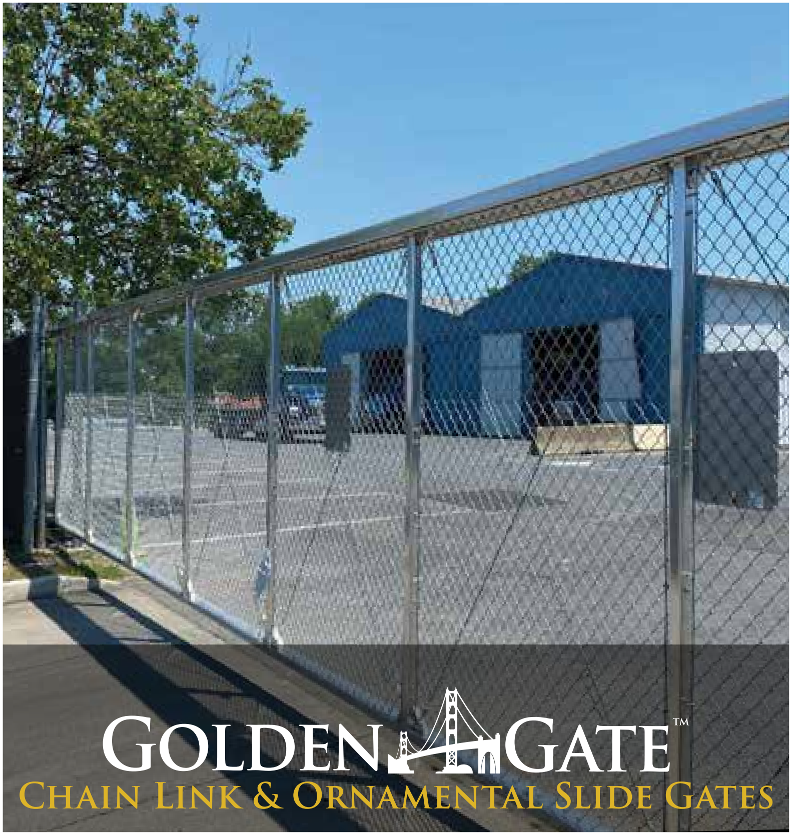

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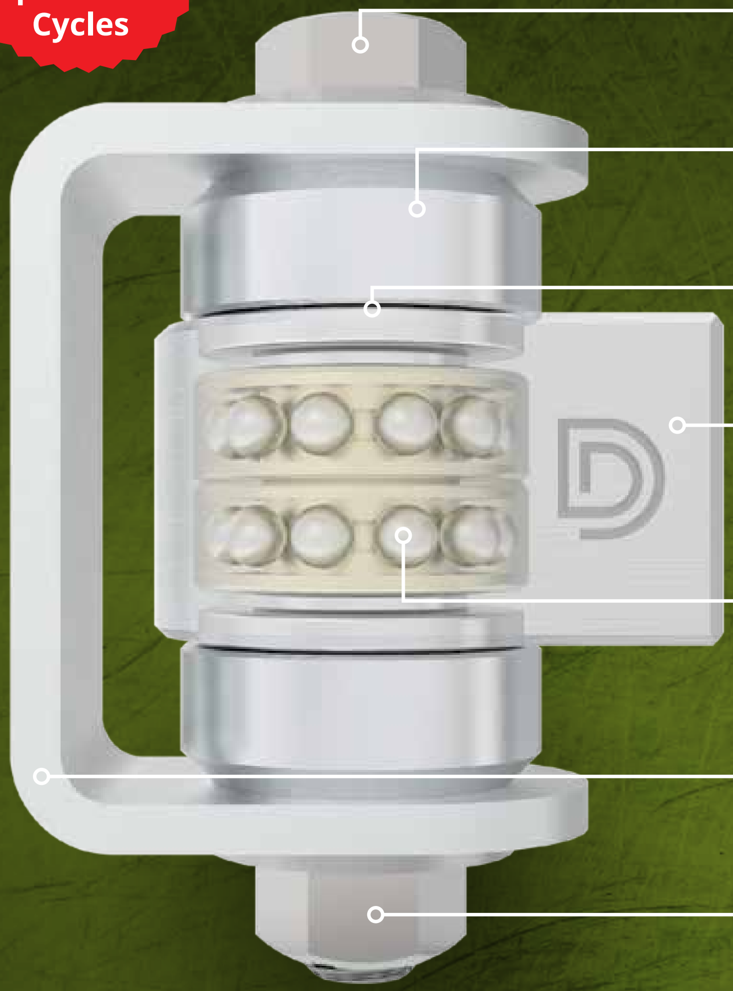

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Ark-La-Tex Fencing **Lands Million Dollar Job**

Landing a big project is exciting for any business owner. When Ark-La-Tex Fence Company was recently chosen for a huge subdivision job, it was worth celebrating.

Owner Donnie Richardson and his son Brandon Antwine handled the project involving a subdivision outside of Austin, Texas that needed to replace their perimeter wood privacy fence, about 23,000 feet.

"They were having trouble finding a company to take on the job," explains Richardson. "One of the residents recommended us. The homeowner's association did a background check and saw we had an A+ rating with the Better Business Bureau, that we've been in business for 45 years and a great reputation, so we landed the job."

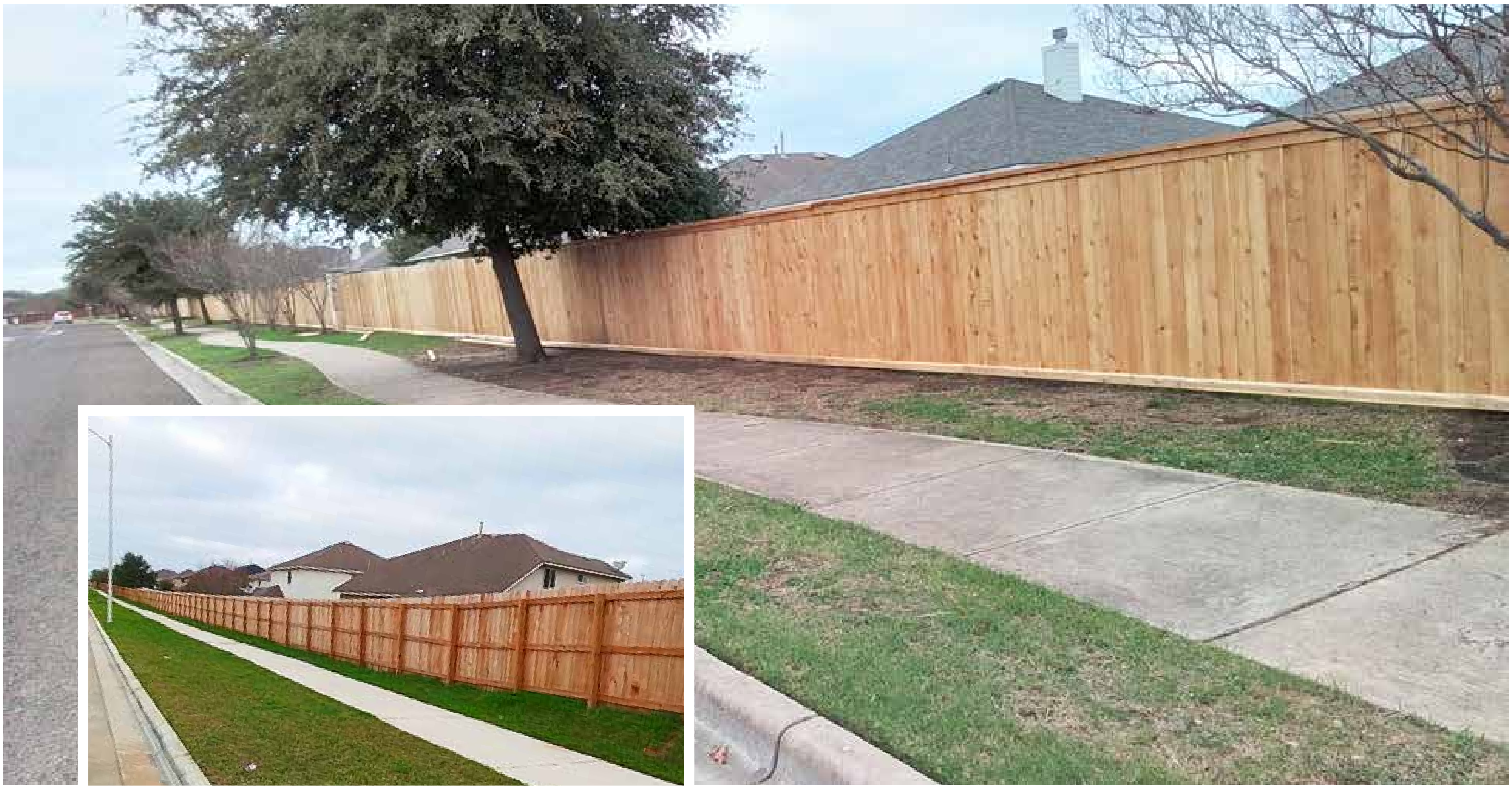
The front main entrance consists of 6' tall western red cedar fence with steel posts and 3 2x4 horizontal runners. The top has a 2x6 cap with a 1x4 trim board underneath the cap. The bottom of the fence has a mitered 2x4 trim.

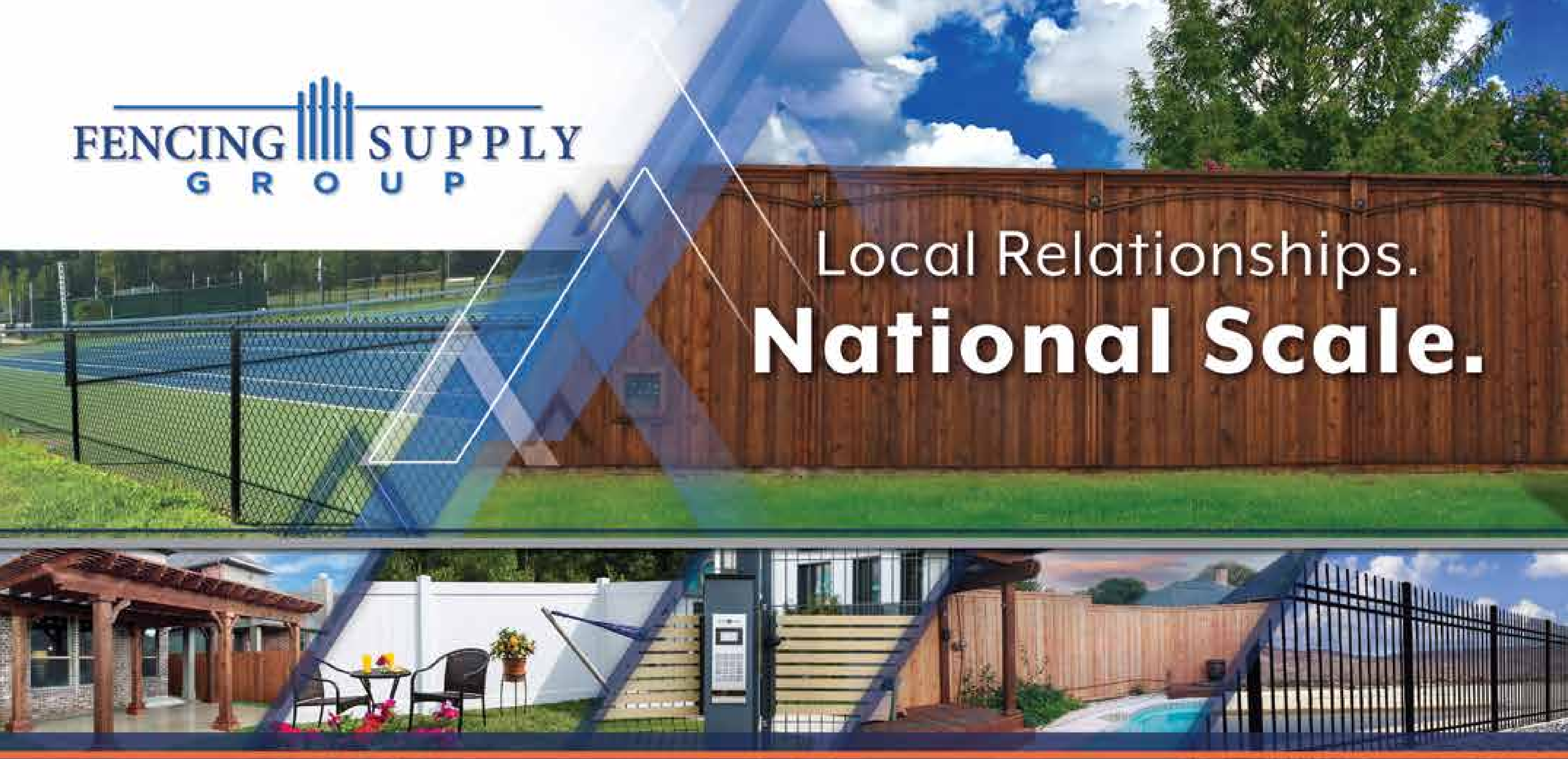
"It was definitely the biggest job I had ever taken but we were going full throttle," he says. "Each back yard was about 75 feet across. We removed about two each day, trying to keep homeowners, and their dogs, happy. There were about 1,000 homeowners."

The project took about six months to complete; they hired day laborers as needed.

"Jobs of this size are challenging and considering the needs of homeowners added another layer to it. We made it through and feel great about the finished work," Richardson says.

> " It was a challenge keeping 1,000 homeowners, and their dogs, happy," says Richardson.





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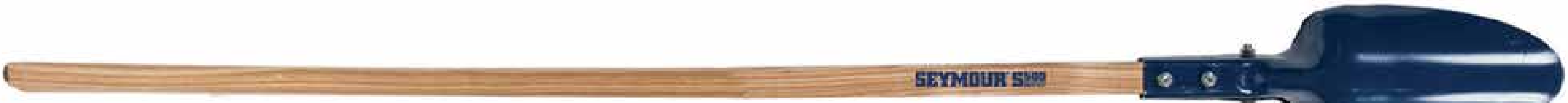
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Winona Powder Coating Introduces **New System**

Winona Powder Coating, headquartered in Etna Green, Indiana, announces the installation of the Gema Magic Powder Coating System and reverse osmosis water treatment system. The new system allows for faster color changes and clean up, it reduces the amount of powder used, it also prevents powder waste and increases the ability to recycle.

"This new Gema system brings us superior powder application technology," says Jamie Visker, CEO with Winona Powder Coating. "It also provides a cleaner and healthier environment for our employees while being more cost-effective for the company. The new water treatment system gives us much-improved water quality."

Winona Powder Coating worked with Conexus Indiana, Indiana Economic Development Corporation and the Next Level Manufacturing Institute to secure a $54,000 grant for the project.

A leading provider of powder coating and e-coat services for a wide range of industries, Winona Powder Coating is ISO 9001 and UL certified and complies to automotive, agriculture and military specifications. The company headquarters in Etna Green, Indiana, has a 167,000 square feet facility, with a second 50,000 square feet location in Elkhart, Indiana . The new Gema system is installed at the Etna Green location.

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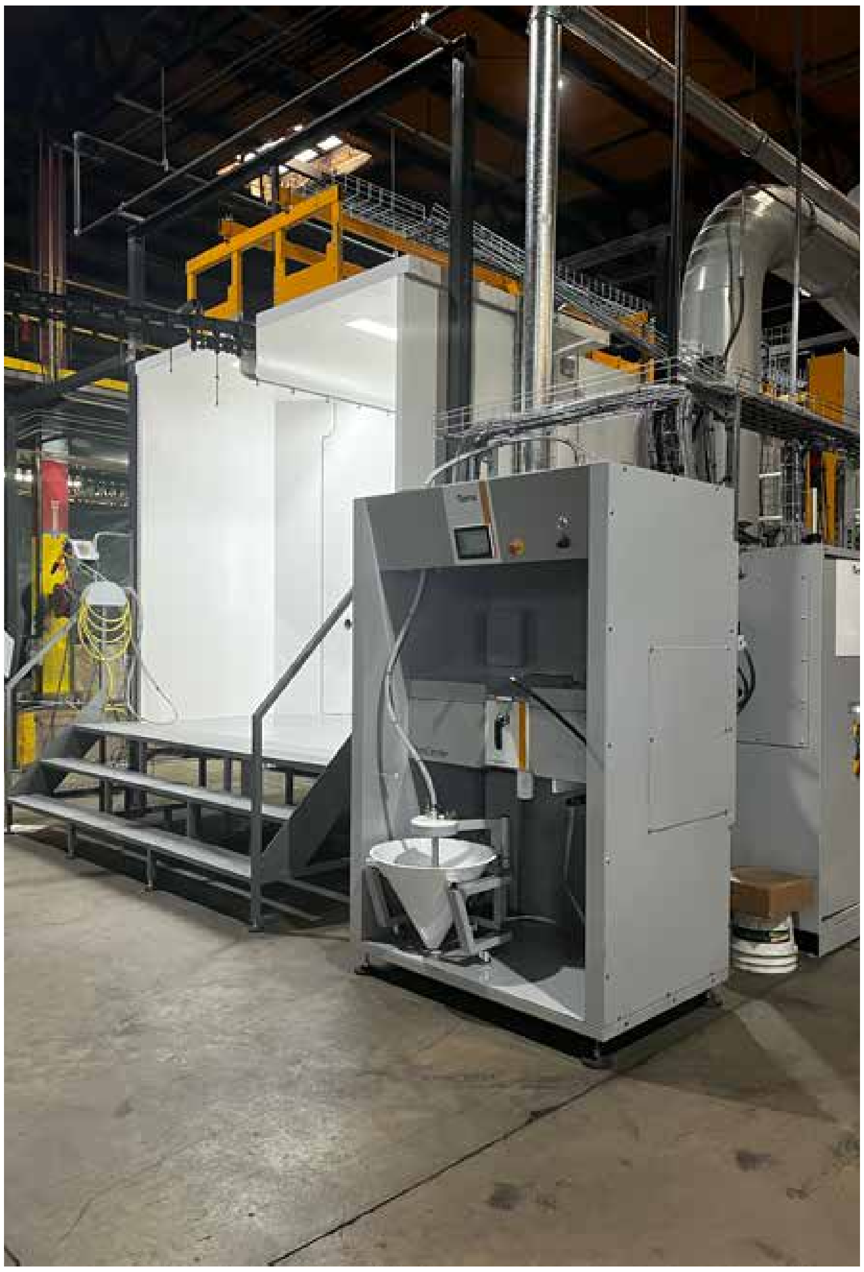
For more information, visit www.winonapowder.com.

From left to right - Scott Eyink, Larry Beals, Jamie Visker, Larry Case, Bryan Zeigler



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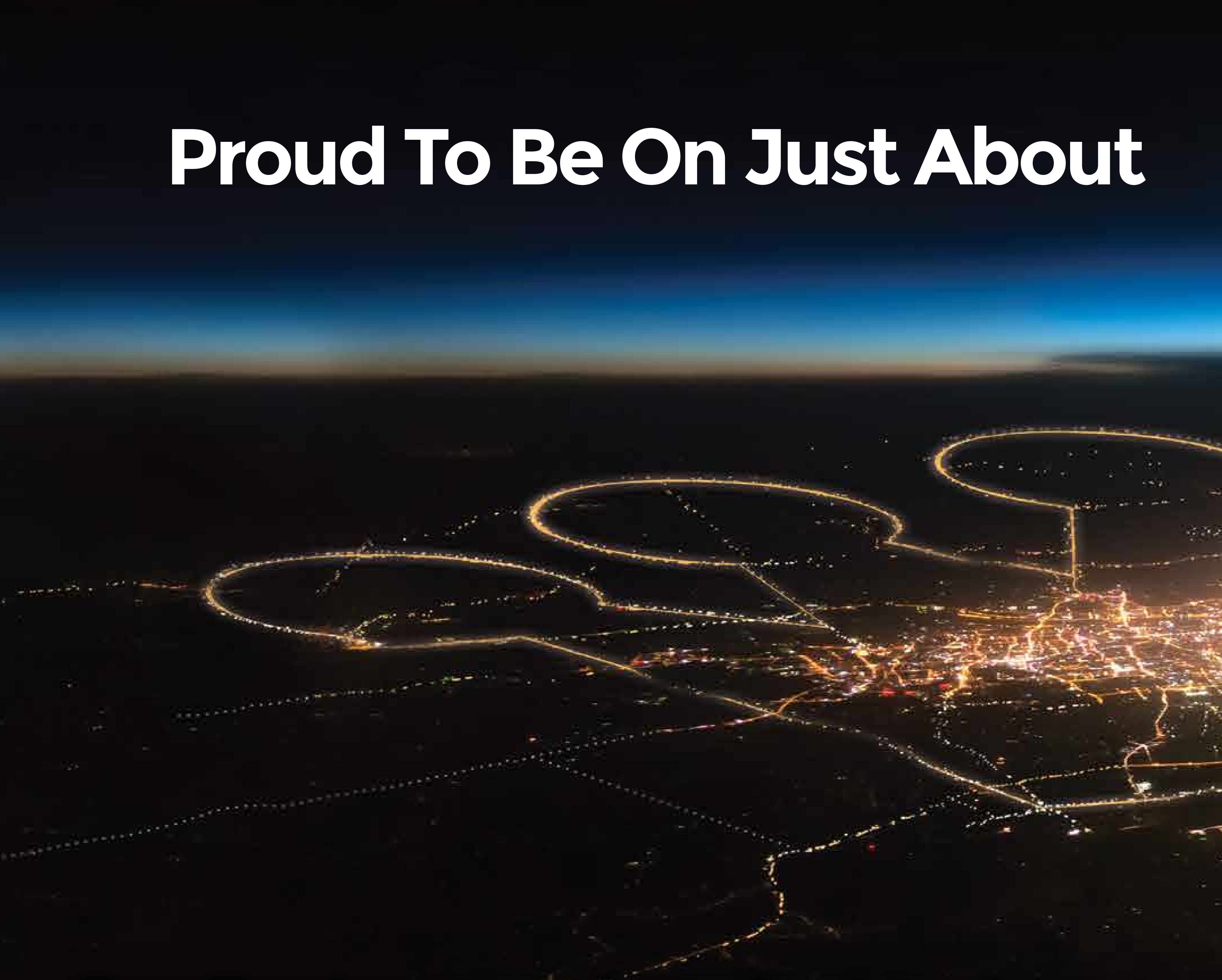

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CLFMI Welcomes Ozark Wire Works

Chain Link Fence Manufacturers Institute welcomes Ozark Wire Works as a provisional member. Ozark Wire Works is located in Springfield, Missouri; its parent company, Ozark Fence and Supply, has been in business since 1955.

A provisional member is a company which meets the requirements for active membership but has not been producing chain link fabric, framework, or fittings for a minimum of two years. Ozark Wire Works has been weaving chain link fabric for about a year.

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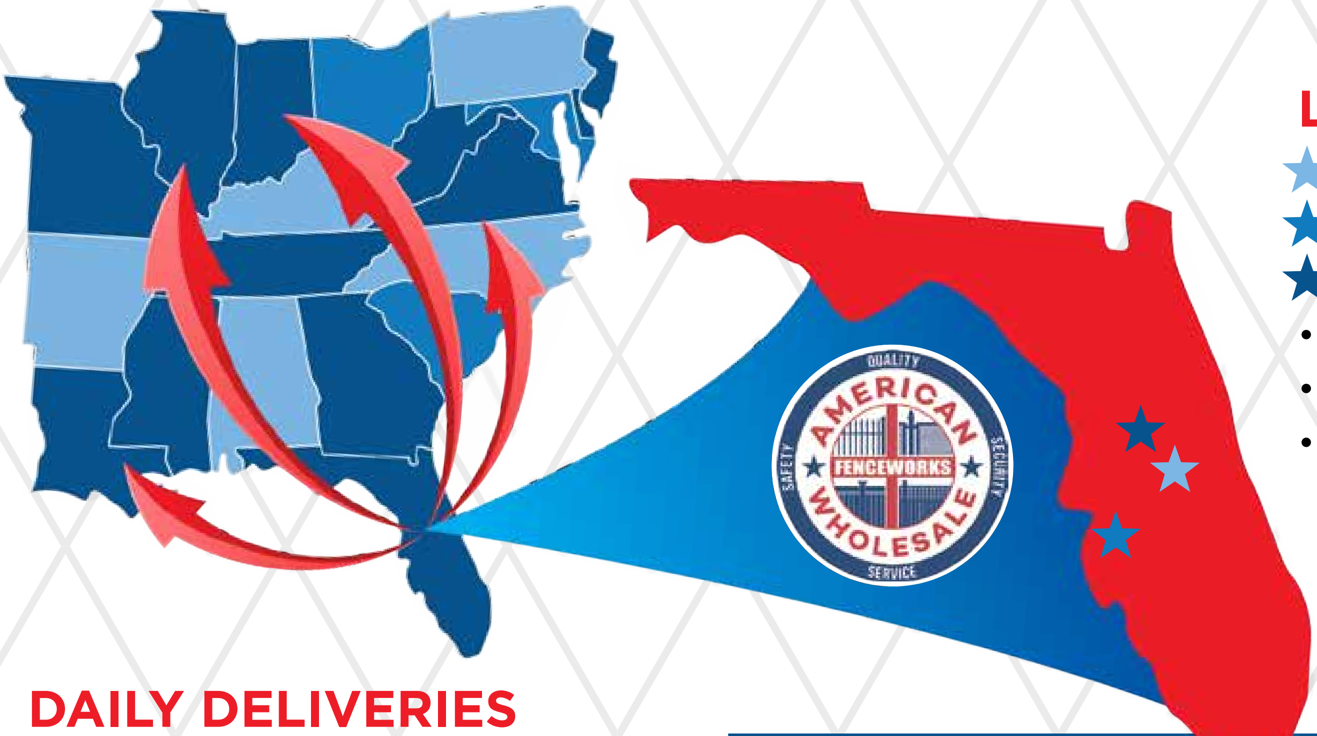

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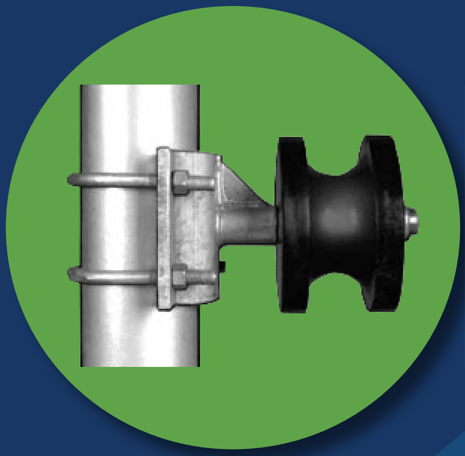

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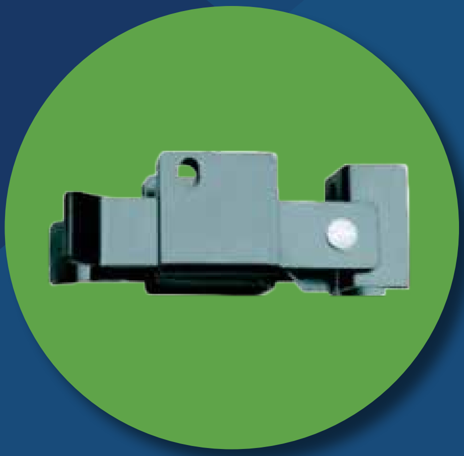

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Fencing Supply Group, A Portfolio Company of The Sterling Group, Acquires Hartford Fence Supply

Fencing Supply Group (FSG) today announced that it has acquired Hartford Fence Supply, a respected leading wholesaler of vinyl and aluminum fencing products in the Tampa, Florida market.

"It is truly an exciting time, and we are thrilled to welcome the talented and dedicated people of Hartford Fence to our Fencing Supply Group team," said Andrea Hogan, CEO of Fencing Supply Group. "We are building North America's premier distribution company for fencing and outdoor living products, and Hartford Fence is the ideal complement to our existing footprint in the Tampa area."

"At Hartford Fence, we are proud of our team and the reputation we have built for outstanding service to our customers, "remarked Jeremy Bolt, owner of Hartford Fence Supply "Today, we found the right partner in Fencing Supply Group, who will help us build upon our history of excellence."

Fencing Supply Group is a portfolio company of The Sterling Group, an operationally focused private equity firm focused on the industrial sector. Sterling has deep experience in the building products distribution industry, having previously partnered with entrepreneur owners to build Roofing Supply Group, Construction Supply Group, and Artisan Design Group. Fencing Supply Group and Sterling intend to continue to support the platform through organic growth initiatives and an active acquisition strategy.

Learn more at www.fencingsupplygroup.com.

MS600 Swing Style Picket Pointer

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The DTNA MS600 Swing Style Picket Pointer is a simple machine to set up and operate for cutting pickets. It is a similar design as the obsolete MAR-SAL picket pointer. Boards and cants up to a total of 6" width can be pointed. Various point styles can be achieved with the MS600 such as french gothic, gothic, stockade and round dog ear. Two air clamps hold the boards securely in place during the cutting process.

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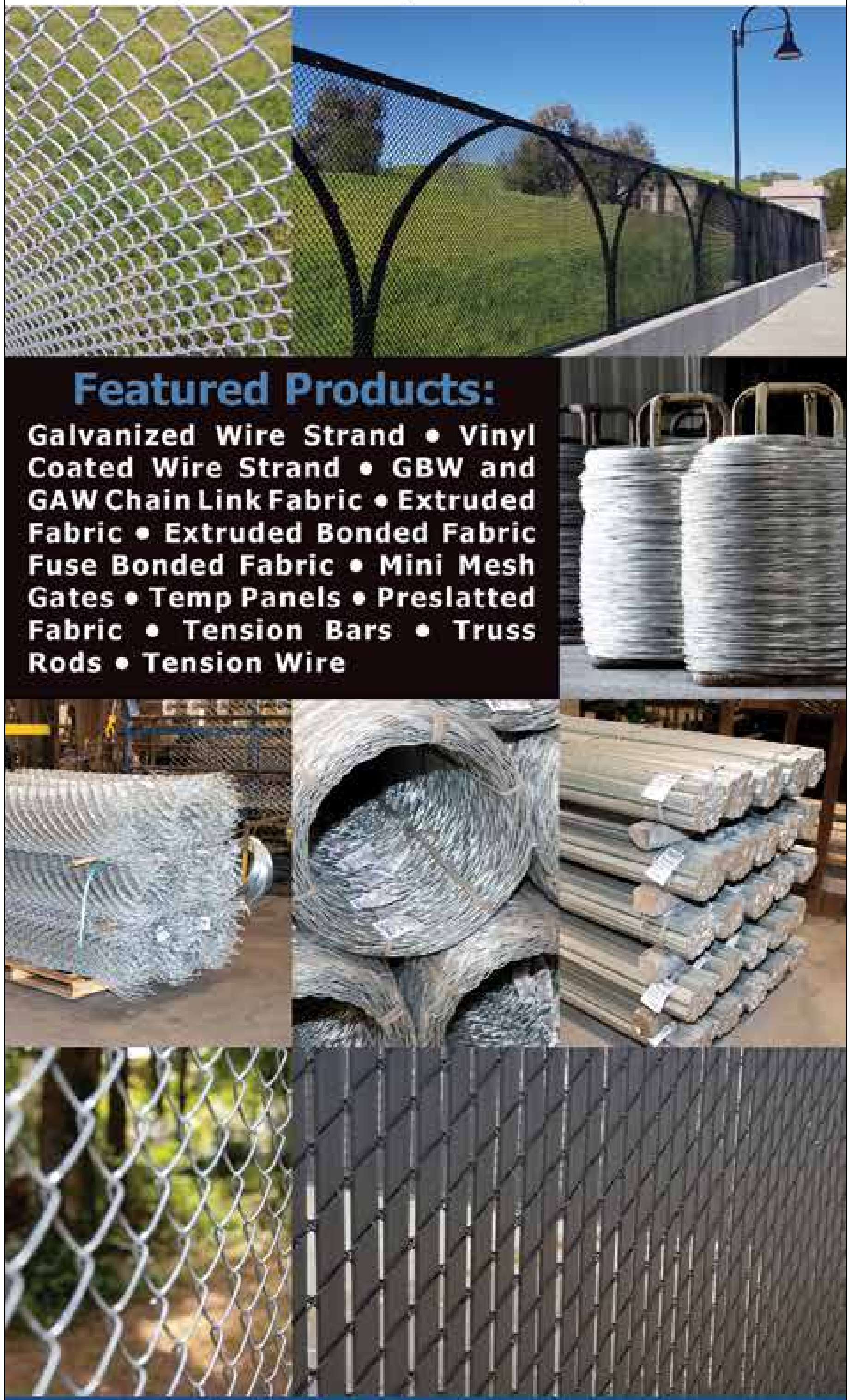

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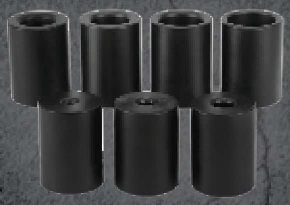

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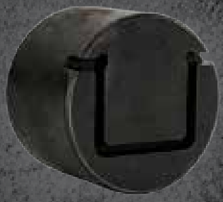
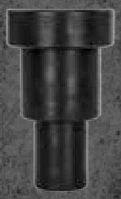


PostMaster Plus Drive Cap
(Included with PGD3200XPM)



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Affordability, variety, durability and quick installation . . . these are just a few of the advantages of chain link fence. The companies providing the materials, fittings and tubing are continuously improving their craft. Check out some of the innovations and availability from these chain link experts.

PrivacyLink®'s Chain Link Fence with "Factory Inserted Slats"™ Simplifies Fence Installation, Saves Time, and Increases Profits

A fence installer stands up a roll of chain link fence with factory-inserted slats in the wire to the top rail and end post.

PrivacyLink® provides customers with chain link privacy slats that are easy to install, saves time on the job site, and helps fencing dealers and contractors make a healthy profit.

By providing chain link fencing slats already in the wire, installers can stand the fencing up and secure it in one simple operation. PrivacyLink ships the pre-loaded fencing directly to the job site in twenty-five-foot rolls on pallets. Installers no longer need to stuff slats on the job site, dramatically cutting installation time.

"PrivacyLink is one of the original inventors of inserting slats at the factory, says Steve Crosgrove, national sales manager with PrivacyLink. "We took the early concept of wood slats and designed and manufactured new, easier-to-handle PVC plastic slats. Using state-of-the-art machinery, we were able to insert these slats into the wire mesh and ship them to customers, ready to install."

There are ten popular styles of chain link fencing available with factory-

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inserted slats in 2-inch and 3 ½-inch by 5-inch mesh. "Today, we are busy producing the two-inch chain link fencing, the most popular size around the country," Cosgrove says. "Two of our 2-inch chain link fences in demand are Noodle Link Plus™ and PrivacyMaster®."

Noodle Link Plus is one of four uniquely designed products featuring a flexible round tube, or noodle, to securely lock the slats at the top and bottom of the fence. "It provides approximately 98%, or near total privacy, by incorporating double-wall Ultimate Slats with specially designed wings on each side of the slat," he says. "In addition to the privacy, it is also an excellent security fence."

PrivacyMaster also offers a significant amount of privacy and security. It uses double-wall Winged Slats with two center legs for support and specially designed wings that make for a tight-snug fit in the chain link. It provides approximately 95% or near total privacy.

The chain link wire is available in galvanized and vinyl coated. The vinyl-coated wire comes in seven colors and the slats in nine colors. For a more colorful finished fence, they can be mixed and matched for a unique appearance.

To learn more, visit www.eprivacylink.com or call 800-574-1076.

Rolls of factory inserted slats are on a shipping pallet ready to be loaded on a trailer for shipping to a customer.

Angling for a Better Notch

Many in the fencing industry are familiar with long-time industry partner Vogel Tool & Die. Their pipe notcher, invented in 1934 is a staple in many shops and is used worldwide.

While the original hand-operated process, known as the Arc-Fit method for notching a pipe end for a 90° joint is still in use today, other less-known Vogel tools can have a significant impact on improving manufacturing processes and helping a fencer's bottom line.

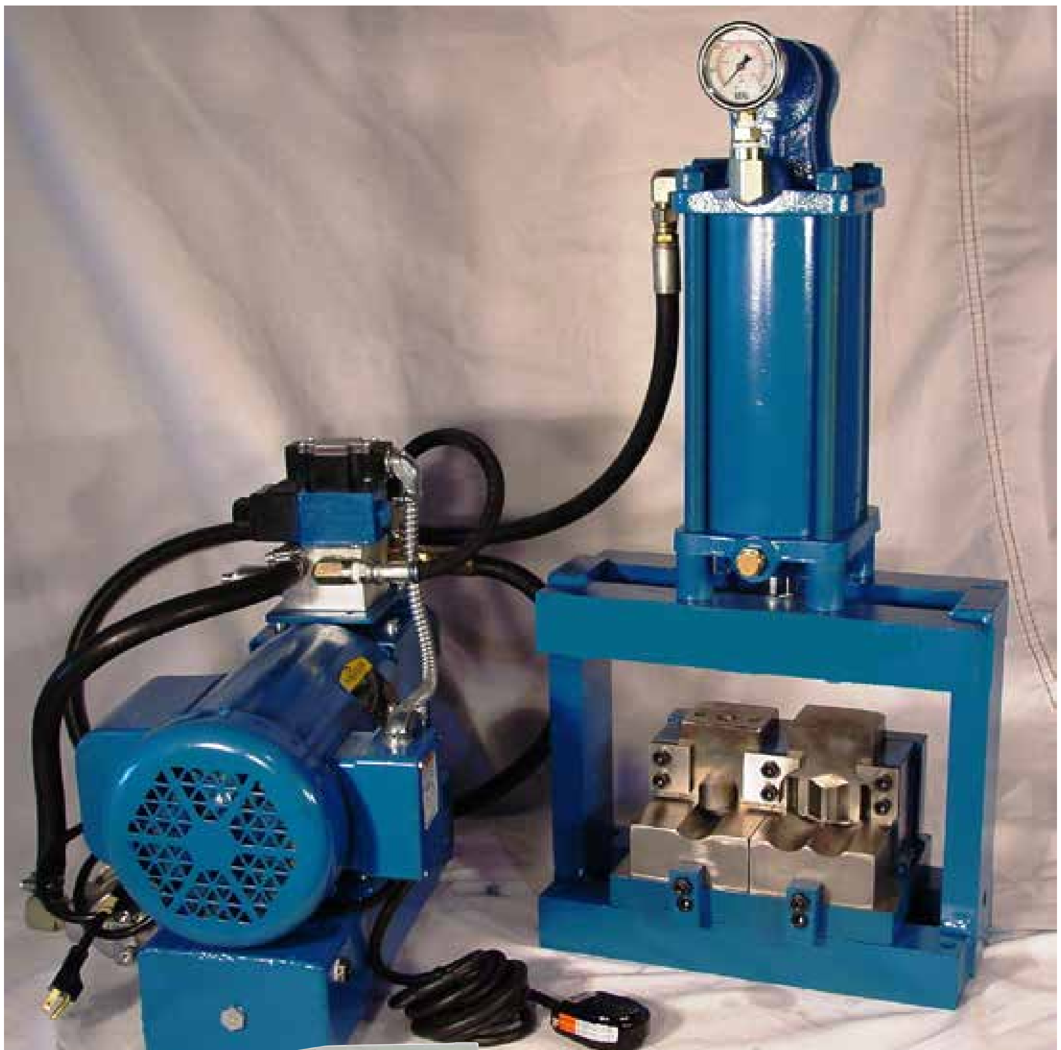
One of those tools, according to Larry Siegal, sales manager with Vogel Tool & Die, is their Arc-Fit Angular pipe notching tool.

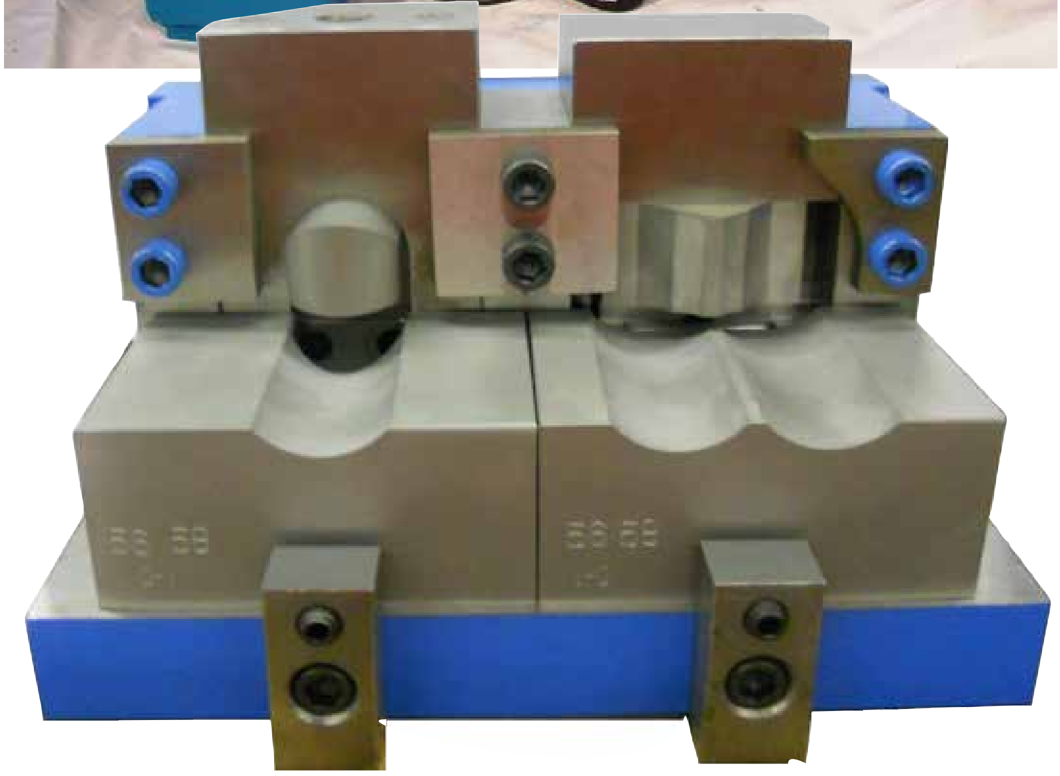
"Prior to Vogel's invention, time-consuming grinding or torch cutting was the most common method to notch pipes or tubes to prepare for joining," explains Siegal. "While the first tool that started the company over 80 years ago was for the most common 90° notch, pipes needing to be welded at other angles remained a challenge. We expanded our product line to include angular notching tools to resolve that issue. We consider this a 'hidden gem' of a tool because there is no other reliable way to produce the notch quickly and consistently."

Vogel's Arc-Fit Angular is often used for notching pipes for handrails or when a cross brace is needed for large chain link fence panels & gate. Siegal hears from many fencers who are still torch cutting or grinding the pipe end to create the angle, but this often results in a sloppy, inaccurate notch requiring additional welding work to attach. He explains that this means more time required for completion and less than professional looking results. "Our tool completes the notch in under 10 seconds and its consistent and correct each time. We hear back from so many customers who are thrilled at how quickly the tool works. Frankly, many are upset that they had not heard about our angled notching tools sooner," Siegal says.

Vogel's angled notching tools are dedicated to specific tube sizes and angles, but the housings can be reused when a different angle is required. Each tool is spring loaded for easy set-up. The notching process is fast and easy. A slug is produced, not chips, so no secondary handling for chip removal is required.

Siegal says Vogel also builds custom tools for specialized part applications, such as notching a tube to fit a different size tube or notching with an extra drain hole for gates that will be hot-dipped galvanized after welding. Vogel also offers a bench-top hydraulic press to power their Arc-Fit Angular tools and many other Vogel tools such as pressing metal pickets, piercing channel or tubing for horizontal rails of ornamental fences and more





Vogel's tube and pipe notchers are proudly American-made and in use worldwide. Learn more at www.vogeltool.com.

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Focusing on Continuous Improvement

As US Premier Tube Mills begins its third year in business, they underscore their commitment to continuous improvement.

Senior Manager Scott Young says, "From day one of 2021, we set out to make the best product and build the best relationships. Together, these add up to ongoing business. Our focus is on building strong, mutually beneficial relationships with our suppliers, our employees, our customers, governing entities, and those individuals who install the finished product of security fencing."

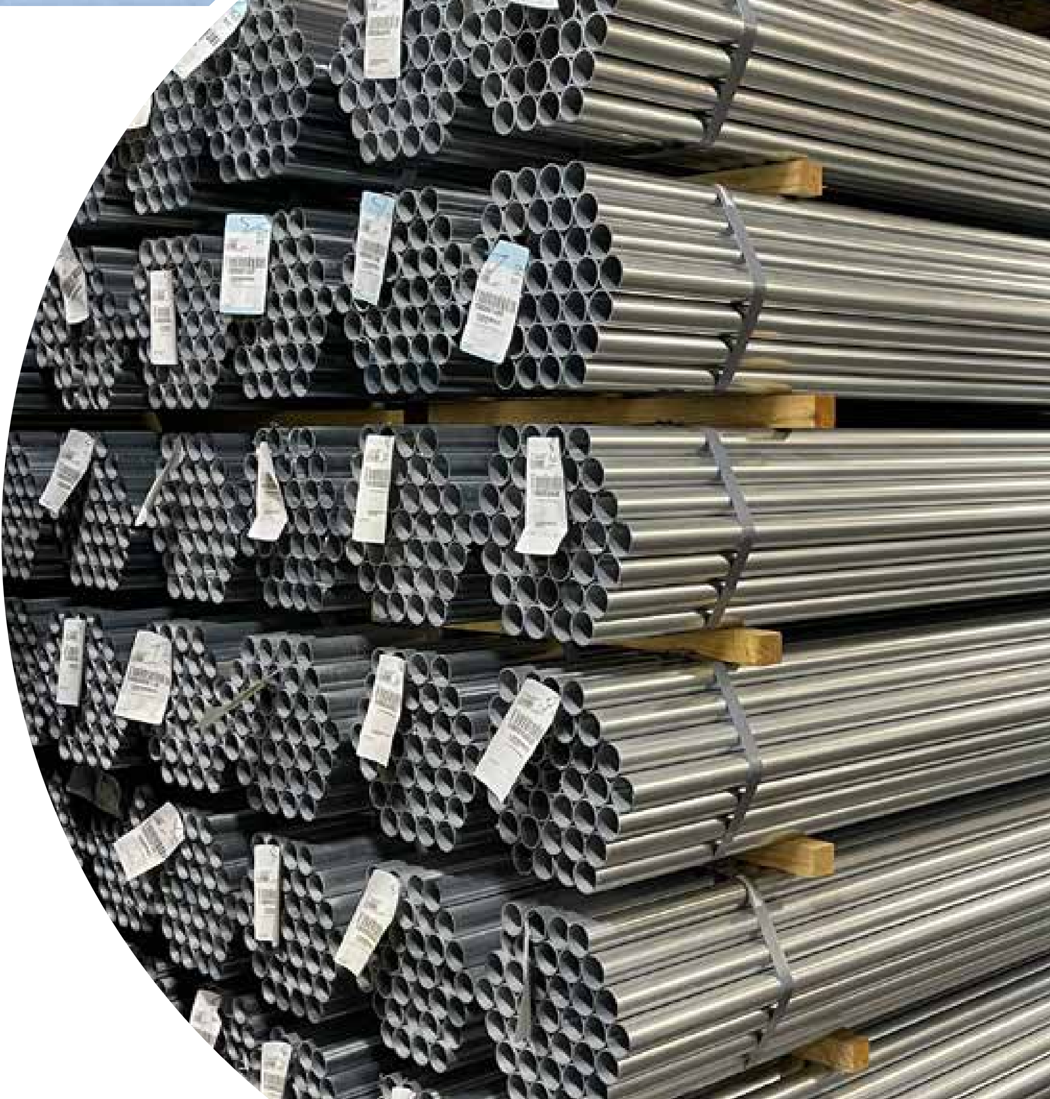
US Premier Tube Mills, located in Southeast Indiana, provides galvanized and powder coated fence framework to companies across the US and Puerto Rico. USPTM is an independent manufacturer selling fence products through regional wholesale and national distribution partners.

USPTM USA ASTMF1043 2.375" 2109271231

They currently run five tube mills of fully galvanized products to lengths of up to 40'+. Their manufacturing facility also has an upgraded powder coating booth for producing popular industry framework colors in standard and heavy mill polyolefin grades. The company also has plans to invest in another powder coating system along with more equipment and production improvements to serve the anticipated growth.

"We are not just a pipe and tube mill," says Scott. "We are a business that provides professional services such as full chain of custody certifications and support for infrastructure projects, including Department of Transportation and other domestically required commercial and industrial fence projects. At the end of the day, it's all about the value we bring to our customers that matters."

For more information, visit www.usptmills.com.
Visit their booth, #2030, at FENCETECH 2023.



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Brenton Manufacturing & Supply Increases Production of Galvanized Wire

Brenton Manufacturing & Supply is excited to announce they will be commissioning a superior eco-friendly MHD wire galvanizing line and a DEM wire drawing line in February. These machines will allow Brenton Manufacturing to produce 10,000 tons of galvanized wire per year, made in the USA and melted. This vertical integration will create 10 to 20 jobs in Wyoming and allow for outstanding pricing in the Rocky Mountain and Midwest regions.

"We will have the capabilities to run low carbon and high carbon products to service multiple markets," explains Briston Brenton, president of Brenton Manufacturing. "Our focus will be low carbon galvanized wire for the fencing industry, both chain link and field fence. We will also explore markets such as steel cord wire, cold heading wire, and rope wire."

Brenton Manufacturing & Supply is also proud to bring a superior eco-friendly galvanizing technology to market. These machines are non-polluting and have no flux and no acid, creating no harm to the environment. They are also energy efficient allowing for a better priced material.

"We are one of a few companies in the US to offer galvanized wire rod," says Brenton. We also have wire drawing capabilities allowing us to make wire from .207 to .048 in diameter. Our galvanized line can also run not only zinc but a zinc alloy galfan finished product."

Brenton Manufacturing already has six chain link weaving machines and a wire extruding line in operation and by adding this new line, will allow for better priced materials, better quality control, faster lead times and 100% USA-made products.

Visit www.brentonmanufacturing.com

6 Components of a Chain Link Fence

Technically, there are multiple components of a chain link fence, but the fence experts at Turner Fence have provided a brief overview of the six main components that deserve critical consideration when installing this type of fence.

FABRIC. Although about as different from what is normally thought of as fabric in our daily lives as it could be in texture, the main component of chain link fence is referred to as "fabric." This term was originally applied because the steel wire that forms chain link is woven together like thread. Like many other inventions we continue to use today, chain link is a product of the Industrial Revolution. It was developed in Great Britain in 1844 by Charles Barnard based on the same process used for weaving cloth, but with the linen thread replaced by steel wire. With this technology, long stretches of metal fencing could be produced quickly and easily by weaving together wire instead of thread. Its popularity grew rapidly, spreading across England and then the world. Today, modern chain link comes in a variety of styles and sizes.

GAUGE. Part of the chain link fabric, the gauge refers to the wire's thickness. A larger gauge means less diameter. A smaller gauge equals more material, which makes it slightly stronger. Sizes range from a 6-gauge up to a 12.5-gauge. Typically, residential chain link fences are around 11-gauge or higher, while commercial fences tend to use 9-gauge wire.

MESH. Another piece of the fabric, the mesh refers to how far apart the parallel wires are in the pattern. Basically, it's how big the diamond shape is from side-to-side.

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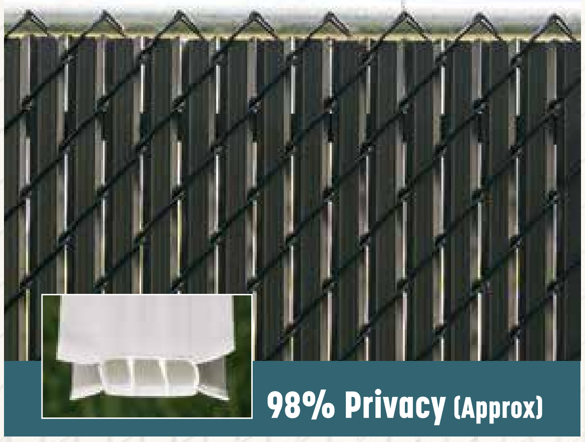

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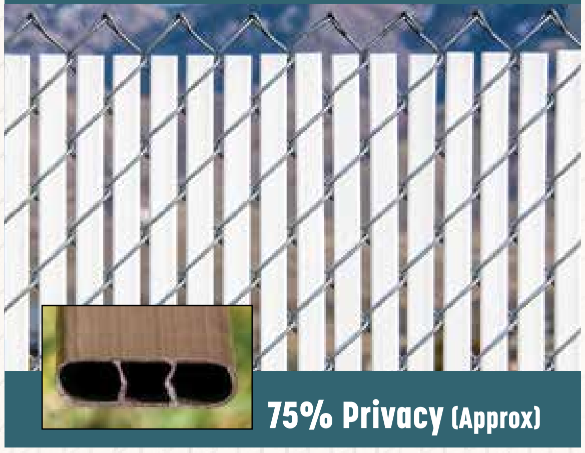

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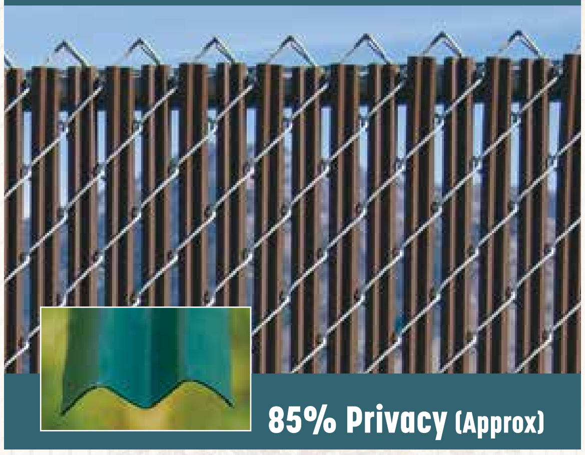
One of the easiest slats to install
- Bottom-locking, double-wall design
- Patented bottom-locking system for fast, easy installation

EZ Slats™



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FRAME. The frame is the stabilizer. Chain link frames include three main items: terminal posts, line posts and horizontal rails.

- Terminal posts are the ends, corners or gate posts.
- Line posts are the beams in between sheets of chain link fabric.
- Horizontal rails top off the frame.

FITTINGS. Without these key components of a chain link fence, there would be no fence. Several types of fittings are needed, such as brace bands, tension bands, tension bars, dome caps and loop caps.

GATES. Once again, there are multiple options. For example, most residential jobs prefer a simple walk-through gate, and/or a double-swing gate. However, a commercial project might request a cantilever or slide gate. Overall, the choice for gate is often a function of style preference, functionality, and budget.

Learn more about Turner Fence products and services at www.turnerfences.com.

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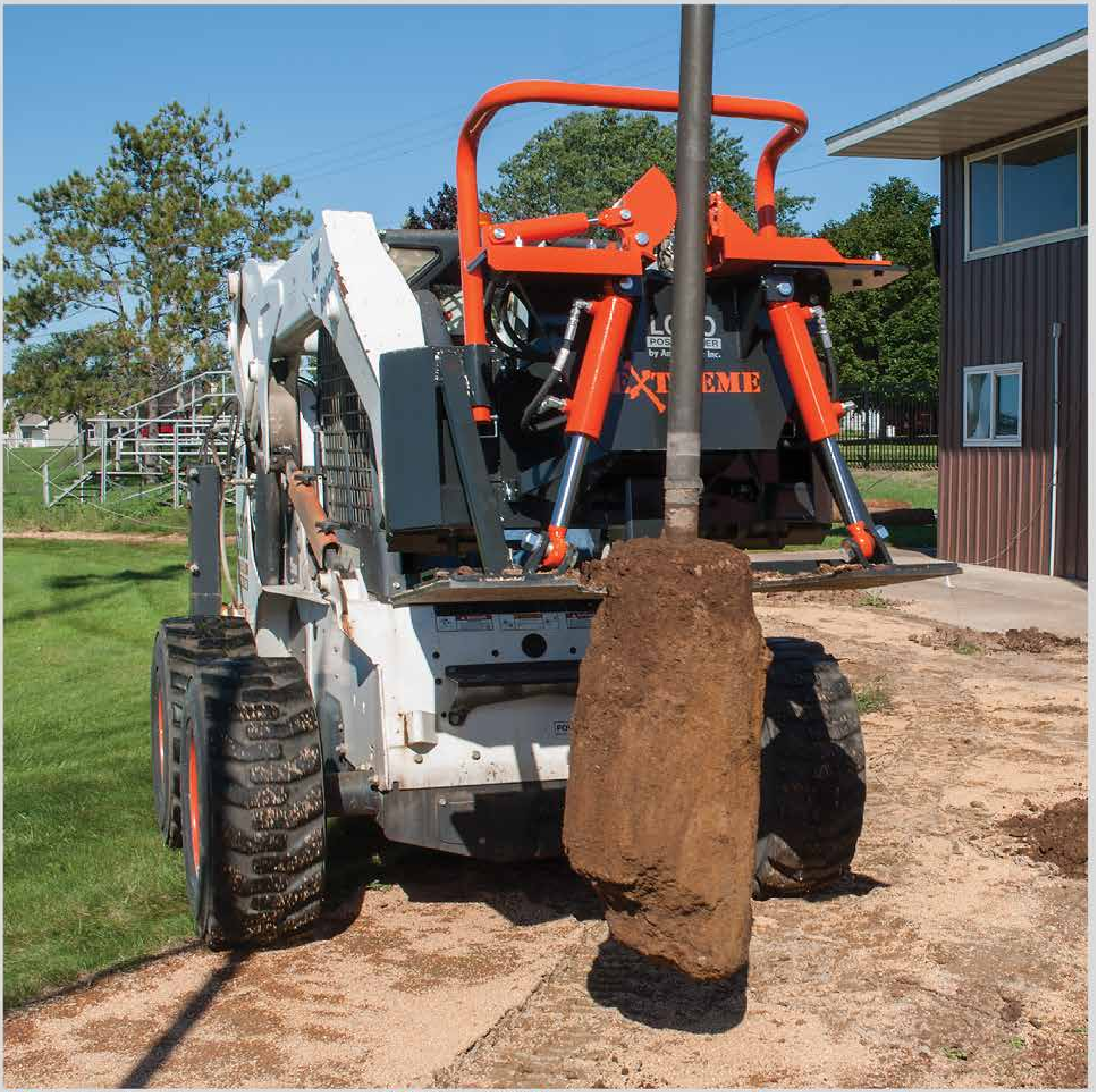

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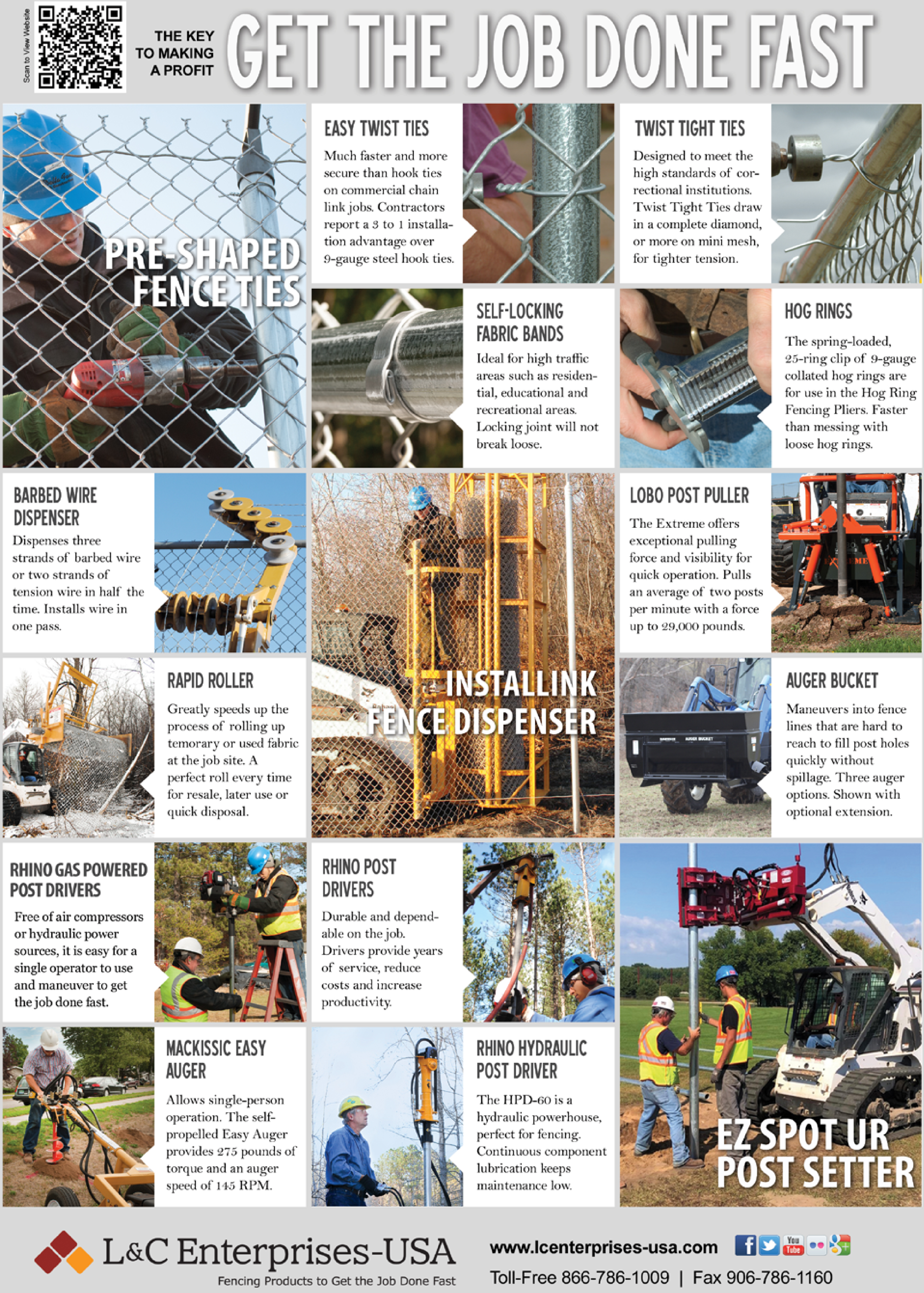

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Allows single-person operation. The self-propelled Easy Auger provides 275 pounds of torque and an auger speed of 145 RPM.

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A Closer Look at Extruded Bonded and Fused Bonded PVC Coatings for Chain Link Fence

Vinyl coated chain link fence is an increasingly popular alternative to regular galvanized chain link. The added coating enhances the appearance of chain link, as well as providing corrosion resistance.

Originally a weaver of only galvanized chain link fabric, Swan Fence in Compton, California, now manufactures extruded bonded and fused bonded PVC, or polyvinyl chloride, coated chain link in a variety of colors and special sizes. According to Tracy Jakositz, with sales at Swan, there are different methods of applying the coatings and a wide variety of standards and specifications, such as gauge and mesh size, are available.

Jakositz explains that extruded bonded, often called “extruded and bonded,” features PVC that has been applied by pressure to a steel core wire. “Our extruding process is a pressurized application. The steel wire is coated with adhesive and then travels through the extruding machine, where the PVC, which starts in a plastic, hard state, is melted and compressed directly onto the heated adhesive under 5000 pounds of pressure to create a dense and impervious coating.”

Twelve different standard vinyl colors are available with the extruded bonded process at Swan Fence. The vinyl coating thickness is .015 - .025 inches at any point (22 mils).

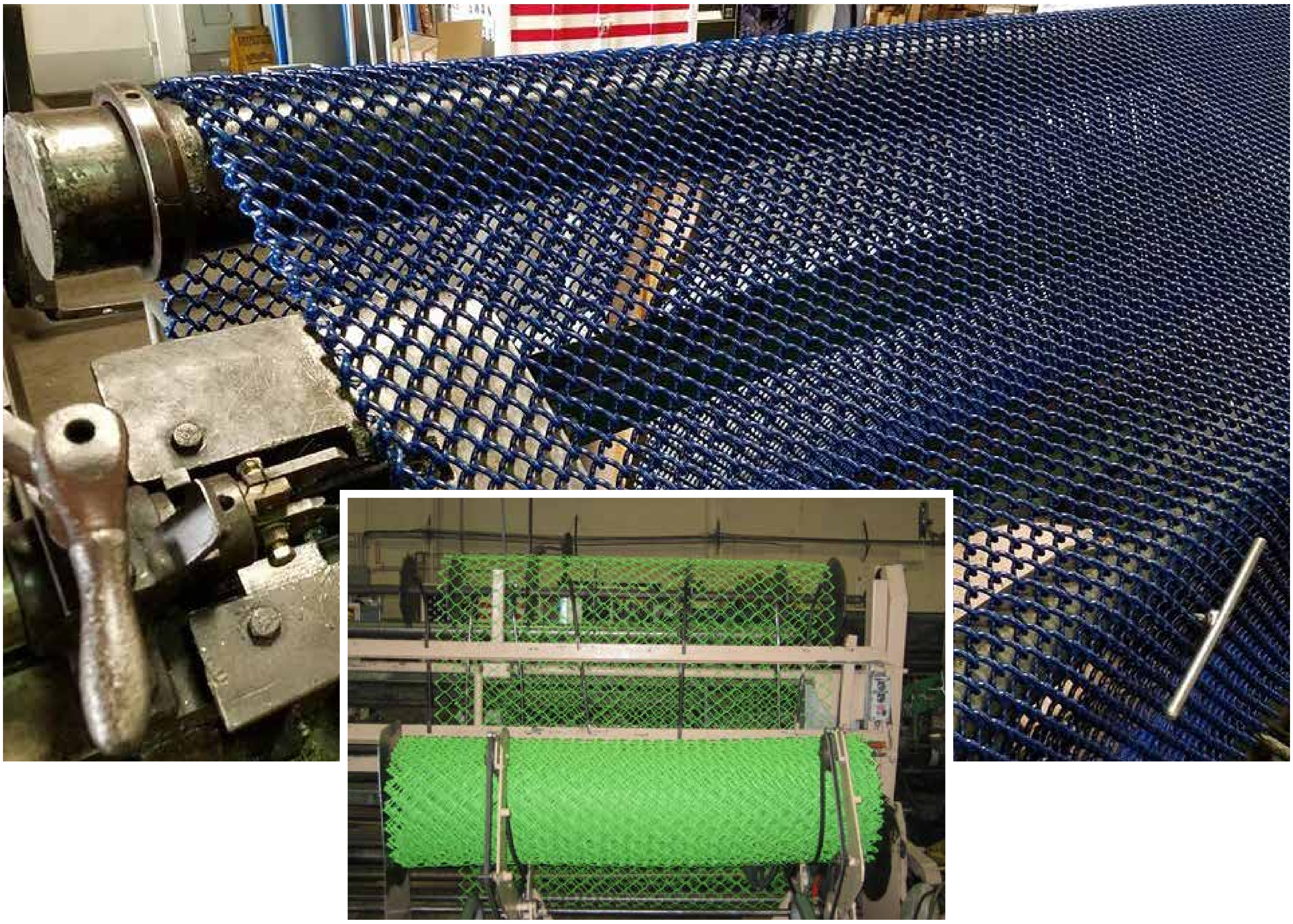
Fused bonding is the process where PVC is thermally fused to a core steel wire to not only protect it, but also to create an outer layer with color. This process is an atmospheric or baked-on application. The steel core wire is heated, and then adhesive, or primer, is applied. The heated steel travels into a machine containing the PVC, which is in a very fine powder state. Air is blown into the machine, which causes the PVC powder to circulate. When the heated steel coated with adhesive comes in contact with the PVC, the PVC melts or fuses onto the surface.

“In other words, the fused bonding process literally bakes the PVC onto the wire,” says Jakositz. The PVC-coated wire is then woven into a chain link fence of various mesh sizes, heights, and colors. The vinyl coating thickness is .006 - .010 inches at any point (7 mils).

She adds that although the PVC-coating on fused bonded wire is thinner than extruded bonded wire, it is tougher and more resistant to moisture and peeling. Swan offers six standard colors and is also able to match any custom color with the fused bonded process.

Swan Fence specializes in custom heights, from 12” up to 50’, custom colors, and can weave a ¼” mesh up to a 2” mesh. Jakositz says their company has provided material for several of the CLFMI design award projects, many football stadiums that wanted to match their team colors, and most of the custom color designed freeway overpasses.

Learn more about Swan Fence’s products at www.swanfence.com.



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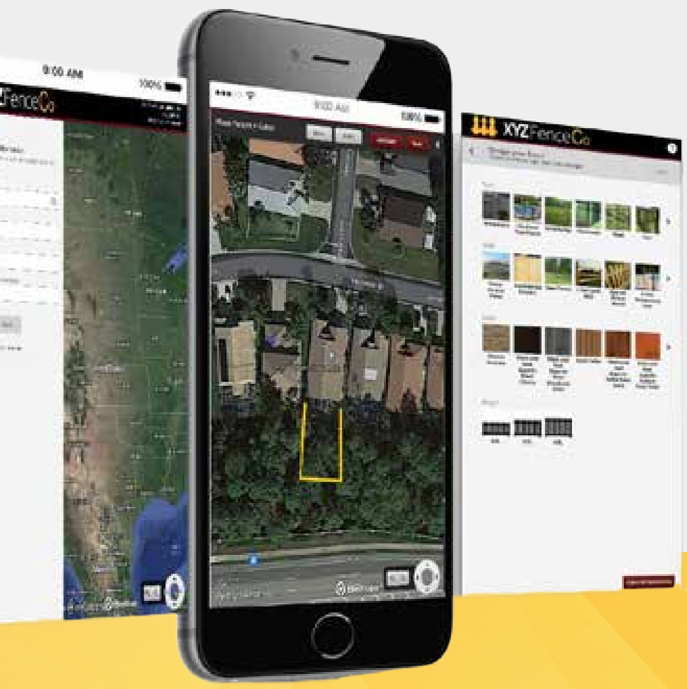

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Mesh Size Matters

Chain link is one of the most common types of commercial and residential fencing, and for good reason. They are typically simple to install, highly functional, cost-effective, and serve a variety of purposes.

The mesh, also called the fabric, of chain link fence is formed by weaving a series of spiral wires together to form a diamond pattern that is available in different sizes. Mesh size tells you how far apart the parallel wires are in the mesh. "That is another indication of how much steel is in the chain link; the smaller the diamond, the more steel is in the chain link fabric," says Josie Borkholder, with Pine Creek Chainlink in Bremen Indiana. His company specializes in galvanized and vinyl chain link fence systems. "

To find the mesh size, he says to measure the diameter of the diagonal interior squares. A typical mesh size is 2 inches, which means the wire gauge size is 9 or 11. If the mesh measures 2.25 inches, then the gauge is typically 11.5, which is thinner. "The grid or mesh size you need depends on the purpose of your fence and consideration of the security risks and anticipated force your fence may need to withstand. As a general rule, the smaller the mesh size, the more durable is your fence as it has more metal. For example, industrial and high-security fencing requires a much smaller mesh size of .38 to .62 inches, to allow for a thicker gauge and smaller opening to prevent cutting and/or climbing. A residential size would be 2 to 2.38 inches. A mid-size mesh of 1 inch to 1.75 inches is a good choice for enclosing sports fields."

Borkholder adds that when it comes to mesh sizes, it's important for contractors to both understand the variances in mesh sizes and make sure they are comparing the same type of product when they are looking at cost. "The price is what you pay; the value is what you get."

He says one of their most popular options is GBW galvanized. "It doesn't have the galvanized burrs on the fabric and is definitely safer for kids. It also stretches very nicely when installing."

Pine Creek Chainlink offers 100-foot rolls of chain link fabric instead of just 50-foot rolls for large commercial jobs. They also recommend the EZ Hog Fence Stretchers. "These options save contractors time and improve efficiency, especially when facing staff shortages," says Borkholder.

Learn more about Pine Creek Chainlink by calling (574) 301-5900.

Bergandi Machinery Celebrates 95 Years

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Established in 1928, Bergandi Machinery has been supplying chain link weaving machines to the U.S. for 95 years, and the world market for more than 20, a testimony to the excellent customer support. rugged machine design and high output of the flagship WVR-500 chain link weaver.

Founded by Frank Bergandi, the company was sold to Herb Rohrbacher, a lifetime Bergandi employee, who operated the business for over 30 years. Scott Barsotti acquired the business in 2001 and has continued the tradition of producing highly efficient and high revenue producing weaving machines.

Barsotti has developed a robust international market for the machinery. The company boasts more than 2,500 machines sold in over 65 countries and is now the leading supplier of chain link weavers to the international market.

Along with the flagship weaving machines, the company also produces barb wire machines, Iowa style and reverse twist, concertina/razor wire, extruders and fuse bonded lines, tie wire, marcel wire, galvanizing line pay offs and take ups, and other complimentary machines serving the chain link and wire industry.

The highly experienced team at Bergandi is ready to speak with interested companies and all who want to find out more about the chain link manufacturing business.

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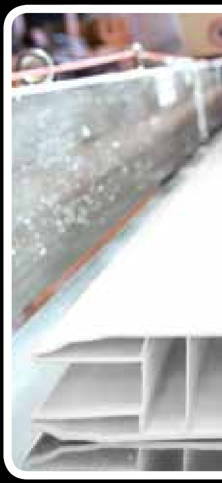

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Versa Temporary Chain Link Panels Offer Multiple Benefits

Temporary chain link panels offer an ideal solution for crowd control at events or in public areas, as well as for securing construction sites. However, there are some common problems with these panels, such as:

- Panel instability
- Functionality on uneven surfaces
- Tripping hazards
- Transport and storage challenges
- Resisting wind
- Entry access for vehicles and workers

SONCO, a leader in the perimeter security industry, developed Versa temporary chain link panels to address these concerns. According to their team, Versa panels are the company's tallest and most rugged chain link fence panels, delivering twice the function and value. This had made them a popular choice for construction sites, major event venues, building projects and many other applications, offering adaptability for almost any location and conditions.

After putting Versa chain link fence systems through rigorous quality and field testing, SONCO engineered modifications to these chain link panels to go the extra mile. Each Versa panel is built with quality materials and solid construction methods. Component features include:

- 12.5ga, 2 3/8" wire mesh chain-link fabric
- 16ga, 1 3/8" welded steel-pipe frame
- Hot-dip galvanized zinc finish
- Wire-mesh laced on all four sides
- Welded joints that meet American Welding Society standards

Versa panels offer enhanced functionality and flexibility, such as extra ground level height options for spanning unlevel ground, varying sizes for versatility, cross bracing for strength and longevity, and a wide range of accessories, including weighted and anti-trip bases, ballasted panel weights and panel braces.

One of the biggest – and most time-consuming – problems with temporary fence panels is having to manually move them when vehicles and pedestrians need access. The Versa chain link panels pair perfectly with Versa hinged pedestrian gates and gate panels. For trucks and auto traffic, the SONCO vehicle gate kit can transform the panel into a rolling gate.

Custom-printed screens can be added to Versa panels for both privacy and branding power.

Learn more about Versa panels at www.soncocrowdcontrol.com.

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Chain Link from Start to Finish at SPS

Stephens Pipe & Steel (SPS) has been manufacturing chain link fence for nearly 50 years, providing both the framework and the fabric needed for a wide variety of chain link options. They are a vertically integrated manufacturer of galvanized steel products

Pipe and tubing make up the framework for chain link fence systems, and SPS offers the nation's largest variety of these products. The company operates five tubing mills, producing a wide variety of sizes. The SPS team can color-coat or galvanize any size pipe, hot dip, pre-galvanized, polyester color, heavy mill color and PVC heavy mill.

Pre-Galvanized: Pre-Galvanized pipe is made from domestic hot-dipped galvanized flat sheet. It is treated with a conversion coating and then coated with a clear topcoat. Our SPS 40 product is rolled using G210 coated steel exceeding the coating requirement of ASTM F1043, Group 1C.

Hot Dip Schedule 40: Hot-dip galvanized pipe is formed raw before being galvanized. This protects the materials from white rust and corrosion. It meets or exceeds ASTM F1083 and ASTM F1043.

Polyester & Heavy Mill: Polyester/Polyolefin has a stage 5 pre-treatment wash to prepare the pipe for the electro-static polyester/polyolefin coating process. It meets the requirements of ASTM F1043 and ASTM F1083.

PVC Heavy Mill: PVC Heavy Mill is cleaned and primed before being preheated in an oven and then dipped into a fluidized bath where the PVC powder bonds to the steel pipe. It meets the requirements of ASTM F1043.

Stephens operates a total of 150 chain link weaving machines in 10 different locations. Our GAW chain link operation is in Mt Sterling, Ohio. All of the products made in Ohio meet the requirements of ASTM A 392. The other locations produce GBW galvanized, aluminized and vinyl-coated chain link fabric, including mini-mesh. In addition, SPS operates seven different powder coating operations at three of their facilities. Our vinyl strand lines produce Class 1, Class 2A and Class 2B meeting ASTM F668. In total we operate 6 vinyl coating wire lines. In addition we operate a one of a kind proprietary drawing/coating operation for the manufacture of galvanized strand wire.

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Making Chain Link Safer

Chain link fence exists as a safeguard, to keep what belongs in, and to keep out what doesn't belong out. For parents and others who own or manage outdoor areas where children play, the safety of the children is a big part of the decision to install fencing. It's important that contractors understand this motivation to keep children protected when working with these customers, so they can point out some of the inherent risk with any type of fence, including chain link, and make recommendations for hardware or other modifications that can minimize any risk.

There are many ways to make chain link safer for children. Here are a few suggestions.

PREVENT CLIMBING: Children love to climb and chain link fences provide them with convenient hand and toe holds for getting the job done. This can lead to a child wandering into danger if they are successful in scaling the fence. In addition, young children don't always know their limits and may also reach the top and not know how to get down, leading to a fall. Climbing can be deterred by adding privacy shields or strips to the fence which weave into the holes of the chain link fence and effectively remove hand and toe holds. Privacy shields also prevent strangers from observing children at play.

COVER SHARP EDGES: Install safety covers over the sharp edges at the top of the fence to prevent children from cutting themselves or catching clothing on the fence if they are trying to climb. This is typically sold as fence top guard, fence crown, fence top protector or another similar name. Most options come in rolls that are clamped in place over the top of the fence.

INSTALL CHILDPROOF GATES: Give any child enough time and they will figure out how to open a standard gate latch if it's within reach. Just as childproof safety locks are recommended for interior doors, childproof latches should be installed on all chain link fence gates to prevent children from opening the gate.

MINIMIZE UNDER-FENCE CLEARANCE: Climbing isn't the only way to escape the confines of a fence. If too much space is left between the bottom of the fence and the ground, a child or pet could squeeze through opening, and it doesn't require as much space as you might think. As a rule, there should be no more than 2 to 3 inches between the bottom of the fence and the ground. If the fence is being installed on uneven ground, you may need to level the soil or fill in low points to keep the clearance to a minimum.

INSTALL ADEQUATE FENCE POSTS: Some customers may try to save money by reducing the number of fence posts recommended for their chain link fence. Inform them of the increase safety risk, particularly for children, if posts are not placed every four feet. If a child accidentally falls against the fence, or finds a way to try to climb it, it may topple under his weight if the recommended number of fence posts are not installed.

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Top of the CHAIN

with Shane Miller

CEO OF AMERICAN WHOLESALE FENCEWORKS AND MOSSY OAK FENCE

Shane Miller is a busy guy. He is CEO of American Wholesale Fenceworks and Mossy Oak Fence, two independent fencing companies located in Florida that work in tandem. Upgrading his vendor reach, dealing with the national supply chain issues, and honoring his entrepreneurial spirit, all while increasing his profits, are just some of the tasks he's managed lately.

HOW DO MOSSY OAK FENCE AND AMERICAN WHOLESALE FENCEWORKS OPERATE?

The two companies work together but are separate entities. We founded Mossy Oak Fence in 2008 and it's going strong. We install all types of standard fences and gates, but it's our custom work that sets us apart from the crowd. In 2018, I founded American Wholesale Fenceworks to have a dedicated team of experts focused on purchasing, inventory management, production and order fulfillment that would supply materials not only for Mossy Oak Fence, but many other fencing companies in Florida and around the Southeast and Mid-Atlantic states.

WHAT PRODUCTS AND SERVICES DOES AMERICAN WHOLESALE FENCEWORKS PROVIDE?

Our product line is growing rapidly to include hard-to-find specialty items, but our core line consists of chain link wire, pipe and tubing, vinyl, and aluminum/steel products.

We weave our own wire and have full-service fabrication capabilities which include welding (gates, temp panels, etc.), vinyl fabrication, wood panels and custom routed wood posts and wood staining.

YOU MADE A FEW BOLD MOVES IN RECENT YEARS TO ENHANCE YOUR POSITION IN LIGHT OF THE SUPPLY CHAIN ISSUES PLAGUING MANY INDUSTRIES. WHAT TACTICS DID YOU TAKE?

When COVID hit in March of 2020, like most companies, we had no idea what to expect. I called a collective meeting of both companies and told them we had no plans of shutting down even for one day. We would approach the challenge like every other challenge that we're faced with and that is with faith and common sense. As it turned out, we had very few cases of COVID and sales went through the roof.

The supply chain issues were not a factor until our vinyl suppliers decided to put us on allocation. We felt restricted by these decisions to the point we needed to go out and find three more vendors to meet our demand.

Having five vendors for the same profiles was not easy to keep up with from an inventory standpoint but we refused to let our vendors put a governor on our growth. The result was we were dropped by the two primary vendors all together, we dropped a third vendor by our own choosing and are now working with two primary vendors again that can keep up with our demand.

HOW MUCH HAS YOUR BUSINESS INCREASED IN THE LAST YEAR?

We've increased the revenues of the business approximately 200% since COVID in early 2020. This increase has been the result of our commitment to expansion at a time when most companies are looking to contract or tread water.

WHAT IS YOUR CURRENT ANNUAL SALES AMOUNT?

Our current trajectory has us surpassing 50M in 2023.

WHAT DO YOU ENJOY ABOUT BEING THE OWNER OF THE COMPANY?

As a true entrepreneur at heart, I love to build things! It gives me a sense of purpose every day to wake up running and to see what else we can do as a team to move the company closer to achieving our goals.

I've also embraced the challenge of building people and helping them take steps towards being the next generation of leaders within our organization.

HOW MANY EMPLOYEES DO YOU HAVE?

We have approximately 150 between both companies.

WHAT VALUES GUIDE YOU IN YOUR DAILY ACTIVITIES?

As a faith-based business, our values come from God. I believe in doing the right thing in every circumstance and consistently modeling that for our team every day.

When my time in this industry is finished, I want to be remembered by those who worked with me, as well as our vendors and customers, not by how big or sucessful we might have been, but how positive my impact was on their lives.

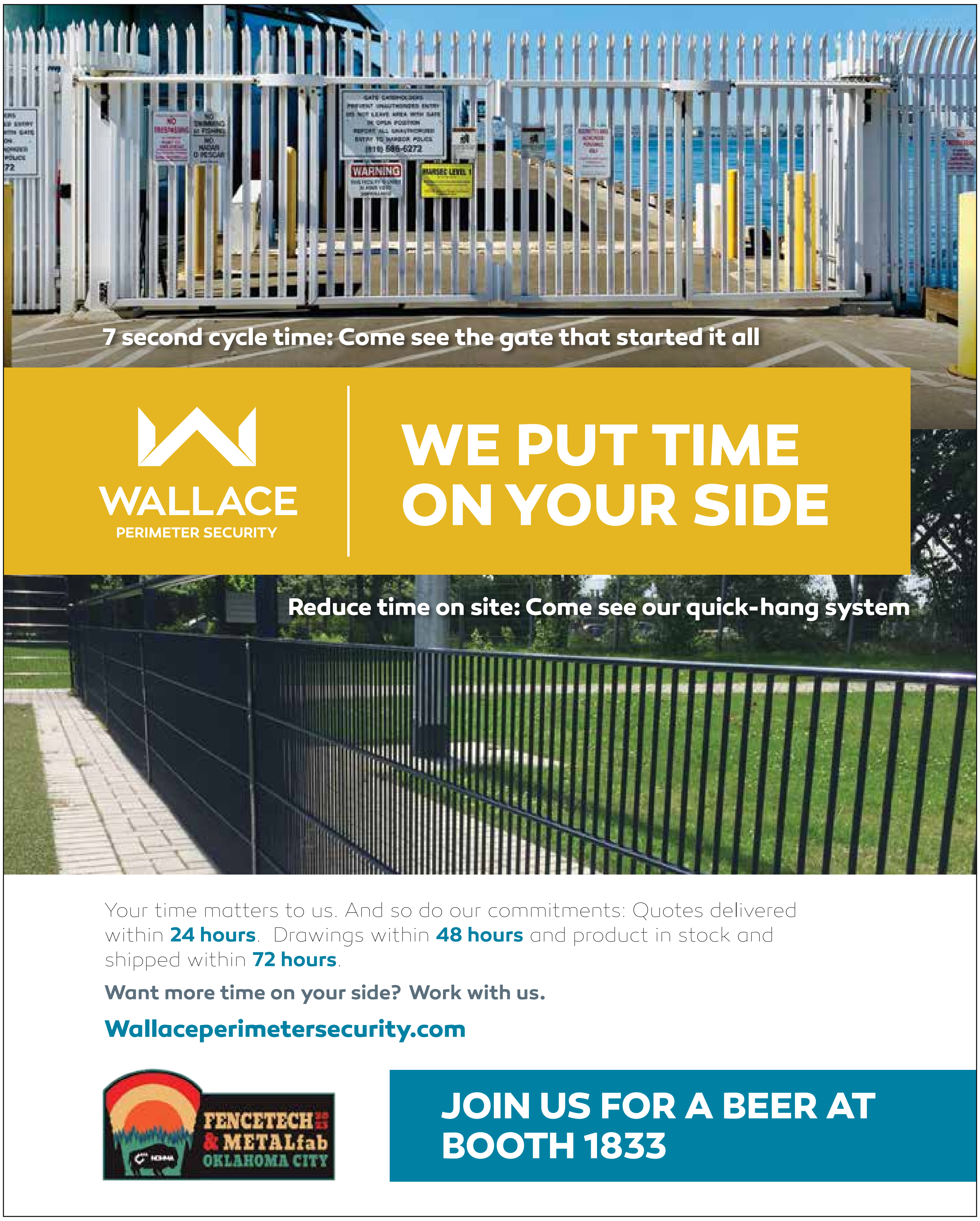
HOW DO YOU STAY MOTIVATED?

Dreams! I always have something bigger to chase after than where I currently am. When I achieve one, I set out to accomplish the next.

DID YOU HAVE A MENTOR?

As it relates to fencing, the late Marty Lott of American Landmark Fence was instrumental in developing my passion for this business. I don't think he slept much in those days because he was always trying to figure out how to grow and expand. I loved that about him and have often wondered what it would be like to have the privilege of calling him for advice at this stage of my career.

As for my business acumen and leadership, I've read a lot of books and listened to a lot of audio recordings of great leaders from the past who have been extremely instrumental in my development over the years. A few favorites are the books Good to Great by Jim Collins, The Magic of Thinking Big by David Schwartz and one of my all-time favorites, Zig Ziglar whose famous line at the end of each speech was, "You'll always get what you want in life if you'll just help enough other people get what they want." I try to model that every day in all that I do.



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Top-Lock

The Top Lock Slat provides an economical and attractive way to enhance any chain link fence. Inserts using a top locking channel.

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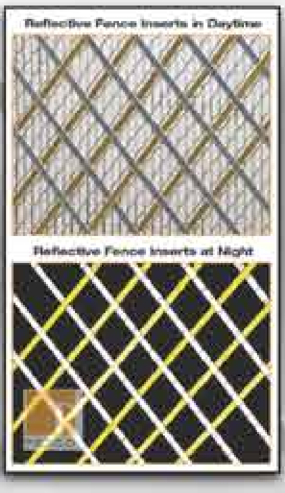
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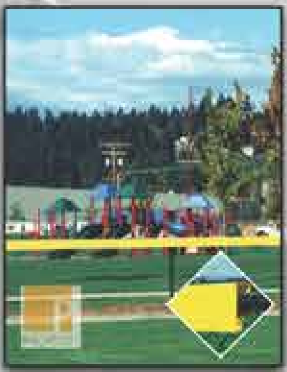
Reflective Slat Inserts are designed for gates and sections of fence where visibility is critical, especially at night. These Reflective Inserts are well suited for airports, hospitals, schools, commercial facility entranceways, temporary construction sites, residential driveways, or keeping vehicular



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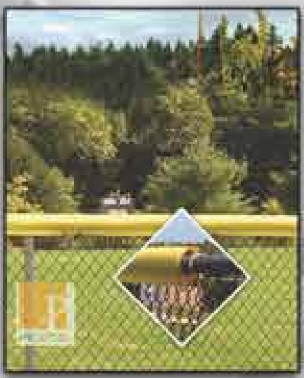
Safety Top Cap™ The unique design provides protection against bodily injury by covering the exposed knuckles or barbs on top of a chain link fence.



Safety Top Cap LITE™

Safety Top Cap-LITE™, provides safety and greater visibility to the top of chain link fence systems on athletic fields, in parks and recreational facilities.

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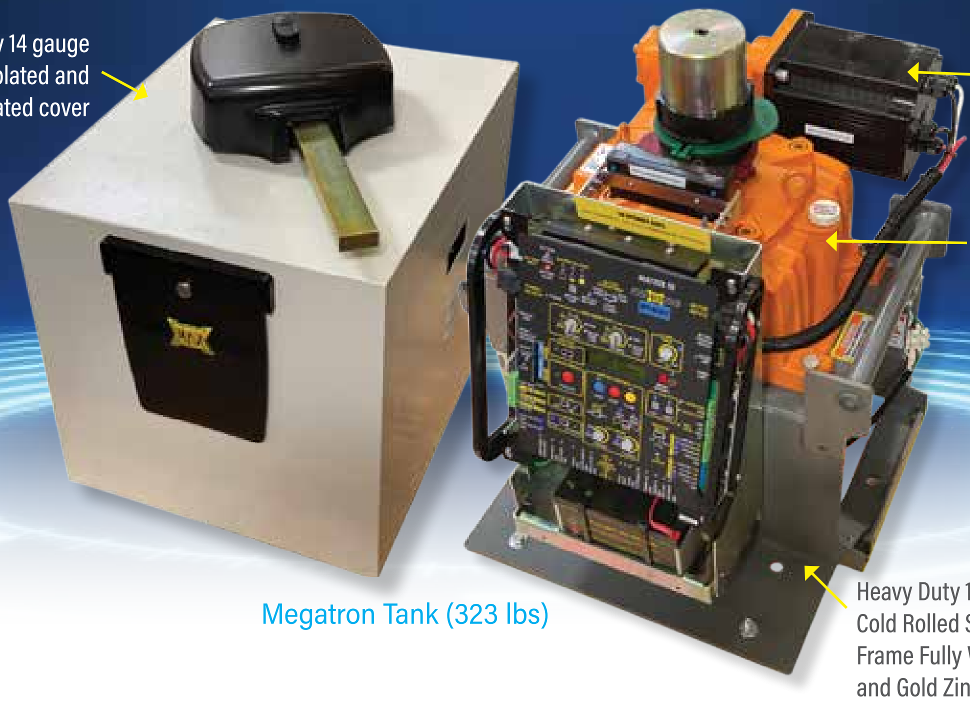

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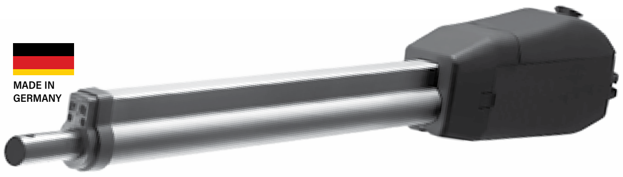

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Fascinating Fence Facts

Fences can be found almost everywhere and play an important role in our lives, providing security, protection, privacy and aesthetic enhancement. Here's a few facts you may not know about the history of fences:

Fences were designed to replace moats. Unlike a wall, which provides structure and support, a fence is provides a clear boundary of property lines. The Greeks were the first to use a fence in territories that were being conquered. Since it wasn't practical to spend vast amounts of resources building a permanent wall, boundaries were often marked by digging a moat, until it was decided that fences were a better marker that took little effort to build.

The ideal of the white picket fence in American has its origins in the 1800s. Americans began building picket fences in the Colonial era, according to Smithsonian Magazine. Many property owners painted them white. Manufacturing improved the quality of pickets and cut their prices, making this fencing quite popular during the 1800s.

Wrought iron fencing came to the United States with the Colonists. However, early manufacturing processes still made wrought iron fencing too expensive for any but the wealthiest families. Then, the rise of blacksmithing in the New World led to wrought iron being more commonly used. The Victorian era was the height of popularity of ornamental wrought iron fencing. Blacksmiths made elaborate and beautiful fences with the scrolls, finials, and other fancy ornaments now associated with this fence style. Though it was still upscale fencing, wrought iron turned up around more homes. Southern cities, especially New Orleans, became renowned for their wrought iron fences.

The first chain link fence was produced on cloth weaving machines. In 1844, Charles Barnard modified cloth weaving machines to weave, or link, metal, creating the first chain link fabric. This machine was purchased by an American company called Anchor Fence in the late 1890s, making them the first American company to produce and patent chain link fencing.

The world's longest fence is the Dingo Fence in Australia. The 3,437-mile fence was constructed to protect Australian farms from wild dogs and rabbits. Construction began in 1880 and was completed in 1885. Its yearly maintenance expenses total around $10,000,000. Guinness World Records reports that it stands six feet tall. Today, a team of 24 people is responsible for the maintenance of this fence, which is made of both wire mesh and some electric fencing.

The biggest fence of all is the Great Wall of China. This is one of the structures on Earth visible from space! The construction of the wall dates all the way back to the seventh century BC, and it stretches over 13 miles across China. Many people are surprised to learn that the width of the wall is only a few times wider than the average garden fence.

Great Wall of China

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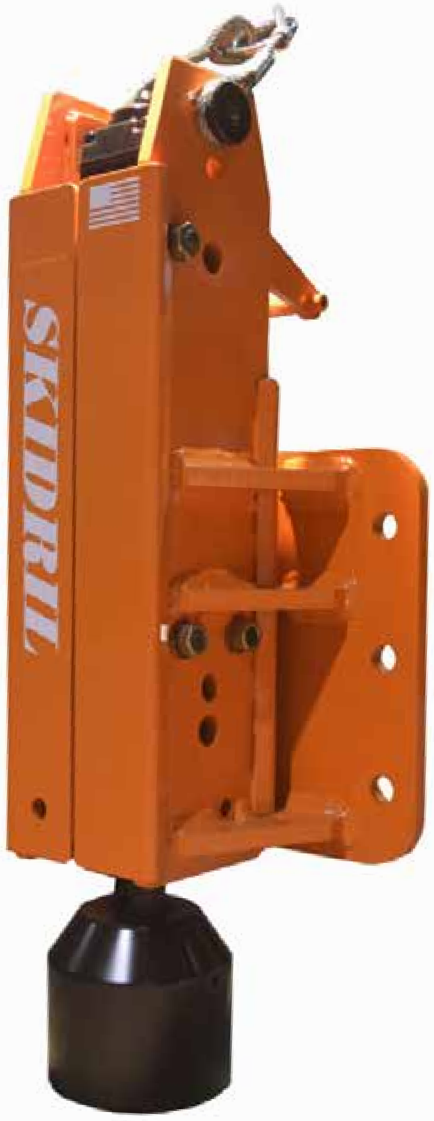

Dimensions: 40 x 18 x 12 (main body without quick-mount plate) **Impact Energy: 350 Ft-lb**

Weight: 496 LB w/quick-mount plate & tool **Pressure: 1650 PSI** **Flow: 5.5 - 7 GPM**

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START-UP STORIES

Those on the outside may think owning and growing a business is glamorous. They see the current building, the staff, the equipment and the profits. What they don't see are the startups. The small beginnings, the ever-present worry, the dreams and the everyday decisions that can either make it or break it.

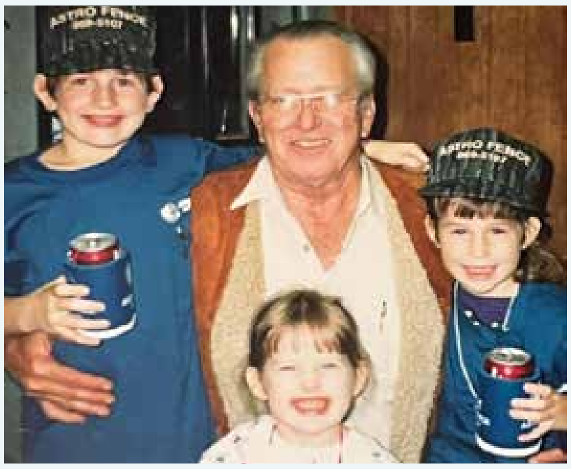
Fence News honors those who put their hat in the self-employment ring and built their business one small step at a time.

JARED BURNS

ASTRO FENCE COMPANY

> "I GREW UP WITH THE SMELL OF CEDAR AND IT STILL GETS ME TO THIS DAY."

Jared Burns is a 3rd generation in the fencing industry. His grandfather, Bill Burns, started installing fence in 1964. Bill and his brother worked at Hurricane Fence Manufacturing in the early 60's in Houston, Texas. Bill oversaw the growing installation business. Since the company wanted to focus on manufacturing, Bill branched out with the agreement that Hurricane Fence would send all installation customers to him.



Bill Burns, grandfather, with Jared, Allison and Ashley Burns

"In that era, the Gemini space rocket was all over the news, and he had been in the Air Force in the early 40's, and that is how Astro Fence Company began," Jared explains.

Bill did mostly residential work but started getting more recognized in the commercial field. Bill's son, Paul, joined the company in the early 80's and focused on acquiring more commercial projects.

"My dad got the contract with H.A Lott/Manhattan Construction for the fence around the Astro Dome," explains Jared. "After that first big step, the company continued to grow with my dad at the helm. He served as president in our local American Subcontractors Association in 1991."

Jared and Paul Burns

Then, the events of September 11, 2001 occurred. "I enlisted in the Air Force, Security Forces and served from 2002 – 2008," Jared says. "At that time, Astro Fence had grown into one of the largest fencing companies in Houston. I joined the team and worked alongside dad about eight years. In 2017, I became president of the company."

"The ASA / ABC / AGC have provided positive outlets and forums to truly learn from industry leaders," he says. "Dad still comes to the office 2 – 3 days a week to consult or offer unsolicited wisdom! I've learned a great deal from him and welcome his input."

Astro Fence Company is in Conroe, Texas, one of the fastest growing cities in the US. "Being able to help the local community grow and develop is my greatest accomplishment in business," Jared says. "We

Continued on p58

AMIGUARD® 4000 SERIES PALISADE FENCE SYSTEM

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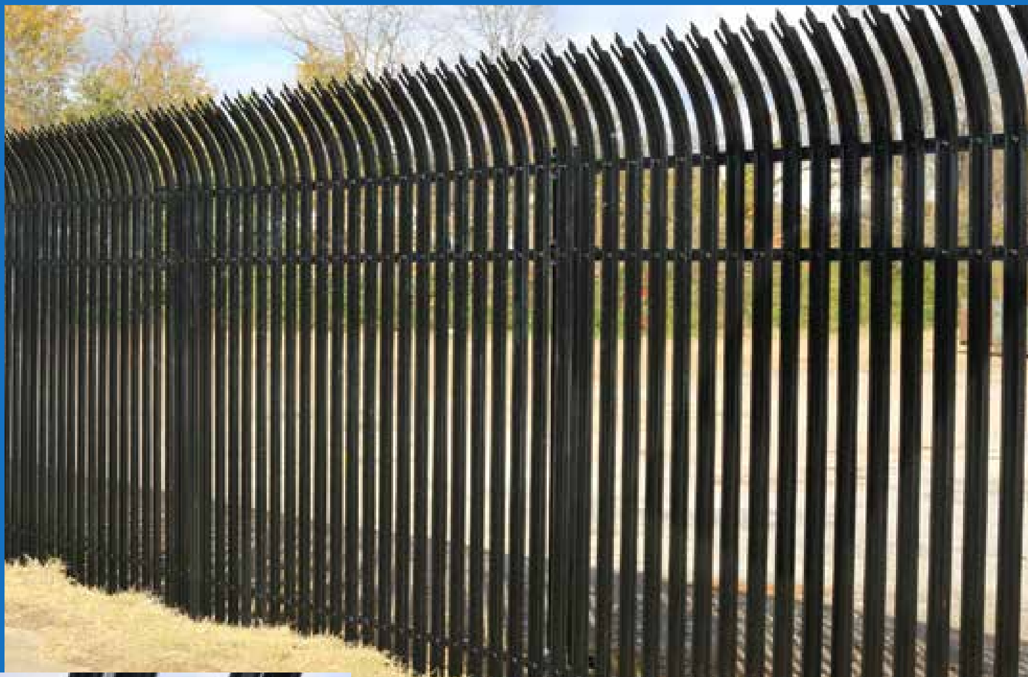

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Start Up Stories, *continued from p56*

have a wonderfully strong Chamber of Commerce that promotes positive relationships and support. As a third-generation owner, I hope to instill that same level of pride and accomplishment in my three boys."

Astro Fence handles fence installation of all kinds: residential and commercial chain link, custom ornamental iron, access control and gate operators, sports complexes, material supply and fabrication and decorative cedar wood. "I grew up with the smell of cedar and it still gets me to this day," he says. "It's easy to when you love what you do and can't wait for Monday, even after almost 15 years. I step back at the end of a project, big or small, and to see what you've created is an indescribable sense of accomplishment and pride. With all the gray areas in this world, I appreciate that a fence is tangible. You're either on one side or the other. Unless you're 'on the fence' and that's a whole different topic!"

Armed with a talented sales team, Jared says the crew at Astro Fence provides an honest, trustworthy service that he is proud of. "I'm not sure if anyone ever sees themselves as a business owner. A good owner started as a leader. The best owners are elected, not selected. Life is so fluid these days, that all you can do is your best every day and see where you land," he says. "I work alongside my team and maintain a positive environment. I greatly enjoy watching them grow. Unfortunately, some days you're the dog, and some days you're the hydrant. My focus is to build a team so strong that no one can tell who's the boss, then greatness will follow."

To learn more, visit www.astrofencecompany.com.

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Be an Innovator!

by ***Mark Levin, CAE, CSP***
Executive vice president,
Chain Link Fence
Manufacturers Institute
2022 Inductee,
American Fence
Association Hall of Fame

innovator /in-uh-vey-ter/

a person or group that introduces something new or does something for the first time

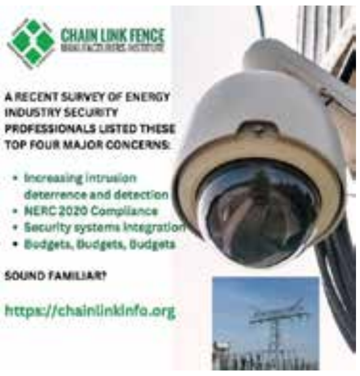
The fence industry is often seen as a provider of basic products and services, such as the standard fence products and the blue-collar services like fence installation and repair. What most people in the general public don't realize is that the fence industry is just like every other industry in that it must be innovative in order to survive, and to grow.

The fence industry? Innovative?

You bet it is, and a lot of us in the fence industry spend a lot of time trying to keep up with innovations. In addition to fence industry innovations, we also have to keep up with innovations in areas such as technology, business management, marketing, and communications.

Instead of trying to keep up with all these innovations, fence industry companies should become the innovators.

The best way to be innovative is to combine a new way of doing things with an effective use of technology. Customization of your communications is one of the easiest ways to show your customers that you don't do everything the same way all the time. For example, do you have different value messages for each of your company's market segments? Do you use different key words and reference different outcomes in residential, commercial, and high security projects?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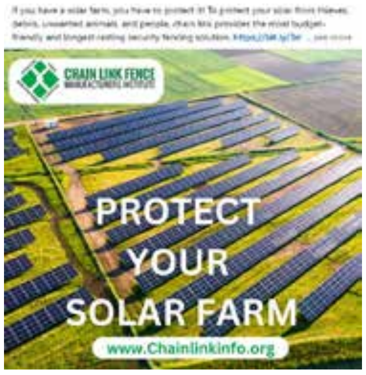
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Another place where innovation is going to be a competitive advantage in 2023 and beyond is in the way the fence industry integrates changes in society into its branding. Example: Why isn't the fence industry doing a better job of explaining the green side of the industry? More and more projects, both public and private, are requesting environmental impact information from contractors and suppliers. Are we emphasizing the use of recyclable materials that various fencing systems use?

Eco-Friendly
Fencing Options

Do we promote the fact that fencing projects can be designed to answer the concerns of wildlife advocates about limiting access and egress for small animals? In suburban and rural areas, do we offer to design and install perimeter security systems that does not damage or change the original landform and vegetation growth conditions?

Remember that innovation doesn't mean trying to do the same old things a little bit differently and isn't limited to tweaking the content of your marketing materials. Innovation has to mean doing something that will add value for your customers, will enhance the customer experience, or, for want of a better term, will surprise customers every once in a while.

You always have to be ready to back up what you promise, so be prepared to show your customers some of your innovations. Instead of providing potential customers a website full of your projects, use newer technologies to overlay photos of the project locations with a picture of what their job will look like when finished.

Obviously, you can promote your top products, introduce new techniques, and identify unique benefits (vs. competitors), but be "innovative" enough to start with the way these things enhance value for the customer.

Don't be lulled into believing that old adage that "there's nothing new going on in the fence industry." You should be thinking just the opposite – that there are thousands of new, young, tech-savvy men and women entering the fence industry every year, and they are ready to help challenge the industry to use innovation to help secure its future.

As executive vice president of Chain Link Fence Manufacturers Institute for 38+ years, Mark Levin is also an author and avid promoter of the fence industry. He believes in the successful leadership qualities he promotes, including listening, delegating, consensus building, communications and effective decision-making.

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ZND is a global leader in the production of temporary fencing, barriers, hoarding and accessories. Through their network of distribution partners, they supply the construction and events sector. With their partners, ZND fence panels and barriers have been featured at some of the world's most prestigious events, including multiple Olympic and Commonwealth Games, the Tour de France and the funeral of HM Queen Elizabeth II. However, most will be familiar with ZND products for their day-to-day role of protecting the public from the hazards of construction sites.

In recent years, more and more production and sales processes have been digitized, resulting in a deluge of data being available, although the full potential of this has not been utilized due to how disparate the systems are. Different systems are employed across ZND sites in the US, UK, the Netherlands and Poland, making it difficult to create a common picture of company performance, resulting in a lot of manual work in separate spreadsheets. Tackling this has been a priority of CEO Marcel van Kesteren.

Since van Kesteren's appointment as CEO in mid-2021, digitization, IT and data have become high priority on ZND's strategic agenda. At the forefront of this digital strategic agenda is the creation of a joint cross-country picture of purchasing, production, and sales performance. Collecting data from dozens of machines and international sales channels in a data warehouse and making this transparent with dashboards at the strategic, tactical and operational levels to enable ZND to make data-driven decisions and optimize processes at a level previously unthinkable.

"For more than 60 years, ZND has been producing, selling and supplying the highest quality fencing in dozens of countries around the world," says van Kesteren. "Since the digitization of production and sales processes, the amount of data generated has increased enormously, and we are now using it more and more to substantiate our decisions. This ultimately results in more accurate, but above all, faster decisions."

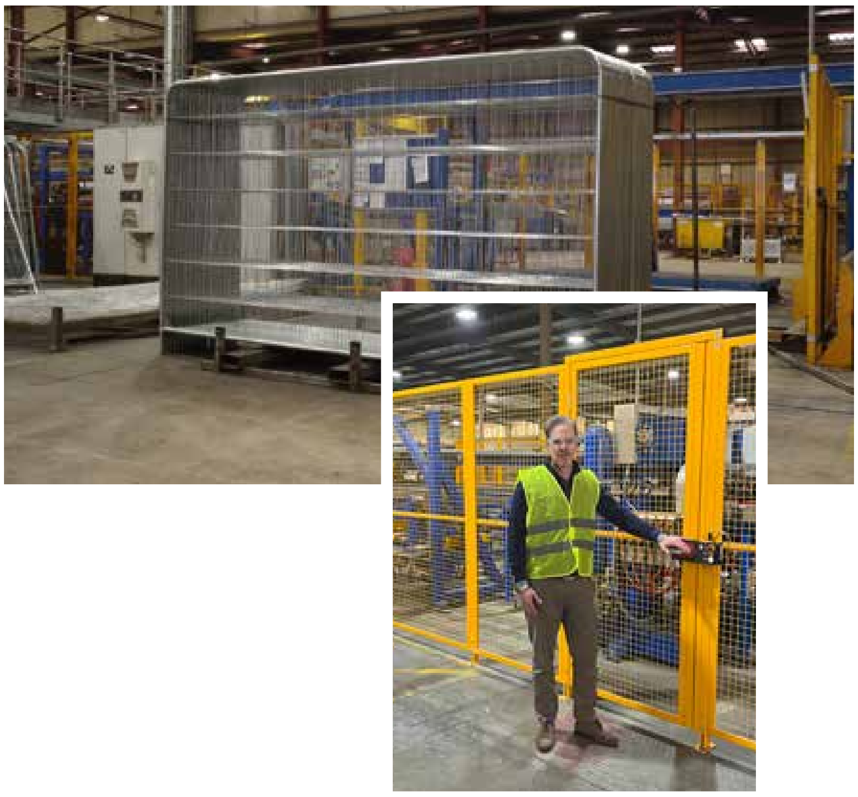
An example of a data-driven process is the purchase of steel pipes and wires, both vital in the production of ZND's core products. The steel price has been extremely volatile in recent years, first due to the COVID-19 crisis, and later, the sky-high inflation due to rising gas and electricity prices and the war in Ukraine. By consolidating the market, production and raw material data from various steel suppliers around the world, this can be converted into smarter and more efficient purchasing and pricing for the end user.

A challenge around the realization of a digital transformation strategy is that this requires a skillset that is not always represented within a production company. This challenge was overcome together with Sweav, a community and platform for independent, (ex-)strategy and merger and acquisition professionals who often have 5-7 years of experience at leading digital strategy firms, including McKinsey, Boston Consulting Group, SparkOptimus and Deloitte. Ex-strategy consultant Maarten Steinfort was appointed Head of Digital Projects to implement ZND's digital agenda.

ZND is not the only manufacturing company that suffers from the scarcity of digital specialization on the labor market. Sweav founder Joeri Schouten encounters this every day at companies within the manufacturing industry that are often owned by private equity. "Sweav often works with successful manufacturing companies that want to take the next digital strategic growth step with their investors," says Schouten. "Our collaboration with ZND and Steinfort is a perfect example of accelerating the realization of such growth ambitions."

According to Steinfort, the first dashboards have been operational within ZND's central management and finance team since November and will be used at scale throughout the rest of the organization by the end of the year. "Within digital transformations, it is essential to start small with a concrete project, make mistakes and learn from them, and finally gradually scale up successes. For example, our business intelligence dashboards were first tested within the local finance teams, then with the group management team, and later with the local production managers, purchasing and sales teams."

Learn more about ZND's products and services at www.znd.com/us/.



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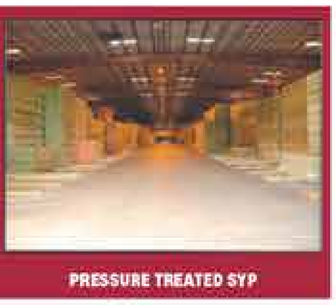
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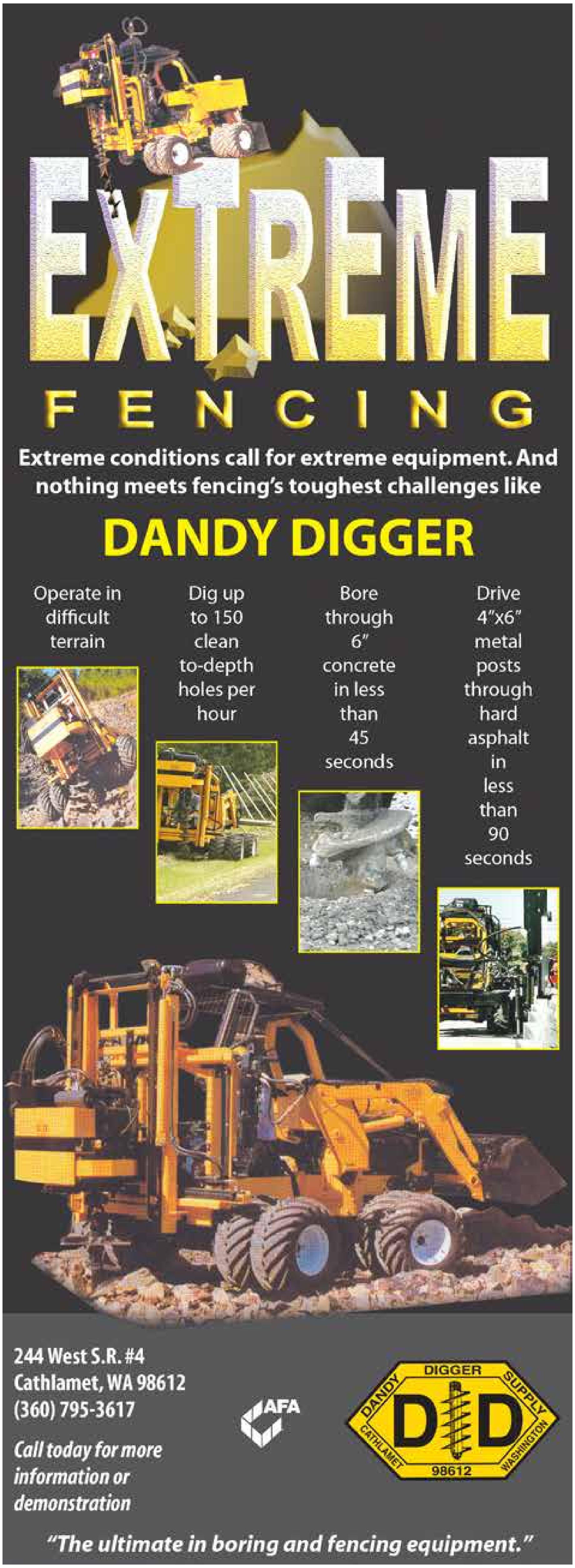

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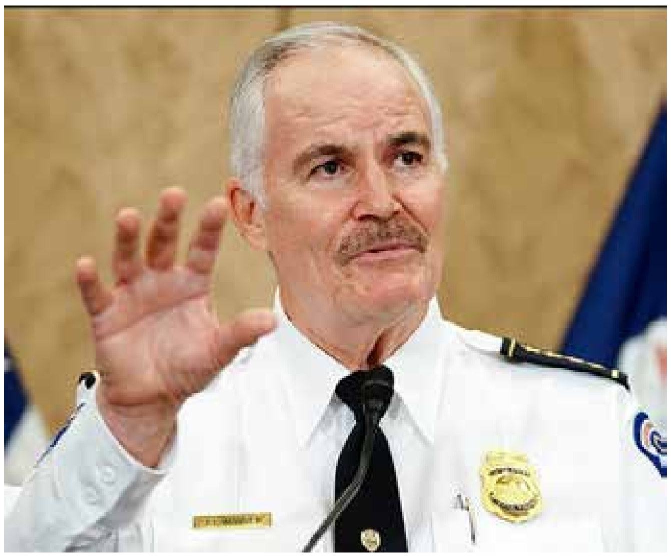
CLFMI Recent Speakers Give **Insights**



Capitol Police Chief Tom Manger

D.C. Journalist Carl Cannon

Two speakers at the recent CLFMI annual meeting presented insightful information about recent issues.

Capitol Police Chief Tom Manger gave an overview of the challenges faced by law enforcement in the wake of the January 6, 2022 events occurring at the U.S. Capitol and Congress. Manger, who was formerly police chief in the two largest jurisdictions that surround the District of Columbia, described policies and protocols that have since been put in place.

He also answered questions about some of the high-profile cases he has been involved in over the years, including the Beltway Sniper manhunt and the attack on former House Speaker Nancy Pelosi's husband. He noted that this is a difficult time for law enforcement because of the restrictions that police forces must now deal with, a shortage of trained officers in many jurisdictions, and the negative public image that the media often projects of the police.

Carl Cannon, a leading D.C. journalist, discussed the threats of free speech. He told the audience that the press has been the guardian of free speech and the primary source of government accountability since the United States began, but the future of the press as a valued democracy is in peril. He noted that social media is one of the primary sources of news for many people, leading to the decline of well-researched information from journalists. Despite these challenges, he says a free and active press is still the best way to protect the rights of citizens and assure that all branches of government are accountable to the people.

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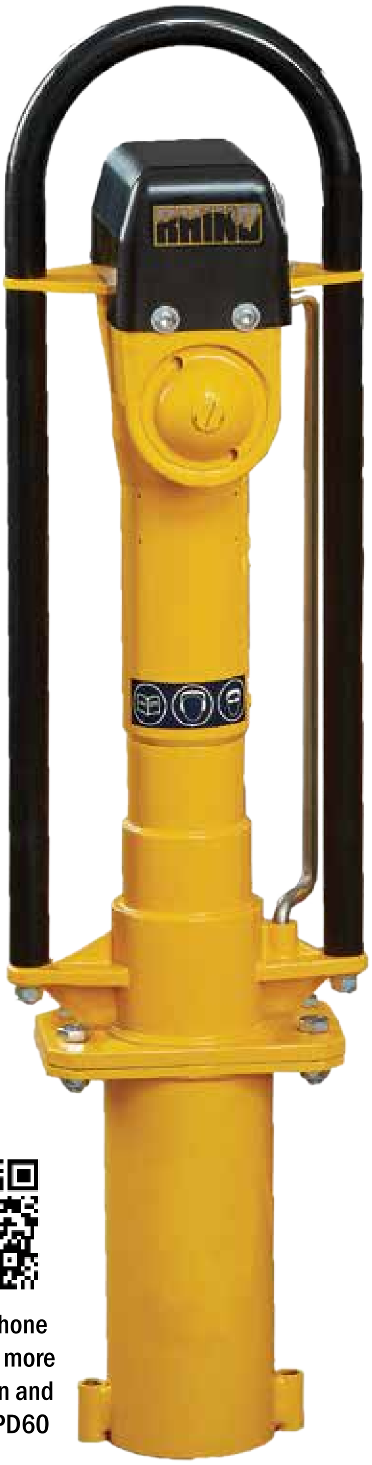

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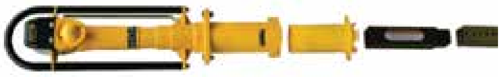

Shown above: HPD - Optional Adapter - Drive Cap - Square Channel Post

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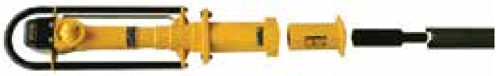

Shown above: HPD - Optional Adapter - Drive Cap - U-Channel Post

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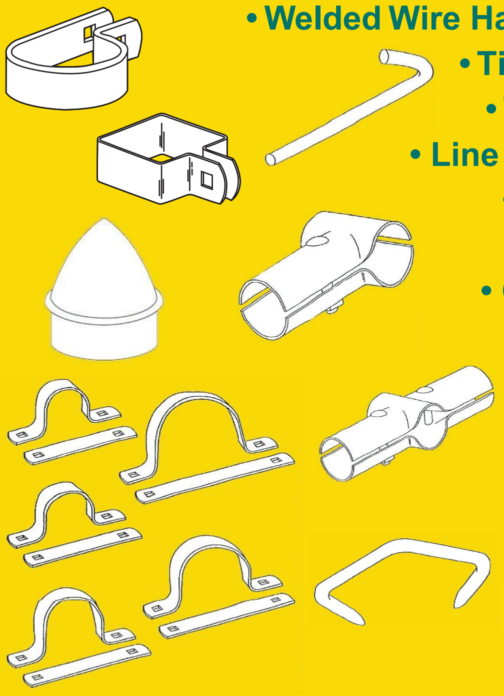

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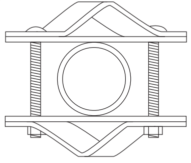
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TWO ESSENTIAL QUALITIES OF A STRONG SUPERVISOR

You're not the boss of me! Can you remember a sibling or friend saying those words to a younger you? As grownups, most of us are the boss of someone. Many are the boss of a lot of someones. Whether you are a supervisor at work, a parent, or do volunteer work, chances are, at some point you will be in charge of one or more people.

Being the boss takes guts. Many people think they want to be the boss, but then when they must take on that role, they realize they were gravely mistaken. The boss is responsible for the success or failure of the team, much like a coach. The boss is never universally loved if she is doing her job. The boss must know when to say no to rein people in, and when to push others into stretching out of their comfort zone. Sometimes the boss must deal with people who are not very emotionally healthy, and that translates into stressful interactions. Sometimes it's just too much pressure and the boss decides they no longer want to be the boss.

You can learn and improve the skills required to be a good supervisor but there are some key qualities that make an individual more predisposed to be successful in this type of leadership role. You must like people and you must be balanced.

YOU MUST LIKE PEOPLE.

So many times, people are moved into supervisory roles because they were the best widget maker at the widget factory. Oh, and they had the most seniority. Neither of those characteristics predicts a successful supervisor. Making widgets and managing people are two completely different animals. It is imperative that people in supervisory roles genuinely like people. They must believe that people are basically good and will flourish under the right circumstances.

Additionally, people need to like you if they are going to work for you. You may have heard a supervisor say, "I don't care if they like me as long as they get the job done." This is wrong. If your employees don't like you, they will sabotage you. They will also be watching for you to mess up. Employees who don't like their boss take immense pleasure in seeing the boss taken down. Your employees need to like you, and for them to like you, they must believe you like them and you must be likeable.

YOU MUST BE BALANCED.

The best supervisors can find the balance between running a tight ship and caring for others. Finding the balance between being concerned, yet not getting overly involved, is tough. Supervisory enmeshment is common. This refers to the supervisor being too involved in an employee's life: loaning money, talking them into leaving an abusive relationship, giving them a ride even on days off, etc. When you are enmeshed with an employee, it becomes more difficult to make tough decisions about that employee. Supervisors must maintain a certain amount of distance in order to keep a clear head.

Conversely, you can't be so rigid and robotic that your employees feel you have no heart. Productivity and performance cannot be your only focus. The humans that work for you can be messy at times, and you must be able to handle that. You need to know about your employees, and express interest in their lives. Remember, they need to like you. And people tend to like the boss who asks about their family and what they did over the weekend. This helps build a relationship that will lead to trust and success in the workplace.

BOOKKEEPING MISTAKES CAN ADD UP FOR SMALL BUSINESSES

When you started your business, working as a bookkeeper probably wasn't your primary dream. Crunching numbers, working with spreadsheets, and rifling through receipts isn't a job designed for everyone, especially someone who has launched a small business and wants to channel all their entrepreneurial energy into more glamorous tasks, such as marketing, business-building, or client relations.

Unfortunately, however, bookkeeping is a significant part of every business, whether you're a one-person show or a Fortune 500 company.

Entrepreneurs should not underestimate the importance of bookkeeping. It's usually one of the tasks that fall down on the priority list, but it is truly the heart of the company. Errors cost money, and any start-up business owner knows that money isn't something you can spare, especially at the cost of something as avoidable as a bookkeeping mistake.

Small bookkeeping errors are common, but can add up quickly. Not saving receipts is one example. The IRS doesn't require that business owners save every single receipt, but it's wise to keep them all, even those smaller ones. Small-ticket items can prove useful if you ever need to provide backup documentation for your tax deductions. Saving receipts, large and small, is an essential part of doing business, but it's also easy to lose track of them if you aren't meticulous, organized, and mindful. Fortunately, when it comes to money and business-building, entrepreneurs need only forget these things a few times before they learn the err of their ways.

Another thing that small-business owners often forget is to keep track of all expenses that are paid out-of-pocket. When you're shopping for your home, it's inevitable that you will pick up a few items here and there for the office from time to time. Even when you charge those items to your personal credit card or pay for it with household money, it is still reimbursable and therefore needs to be tracked.

Here's a few other ways entrepreneurs commonly slip-up with the books, and way to avoid these mistakes:

HANDLING THE BOOKS ALONE.

Small-business owners often want to work as their own bookkeeper because it saves money. However, having a competent and trained bookkeeper is definitely worth the money. Not only are they skilled in the trade, they also serve as an important "second set of eyes" for your finances.

NOT BALANCING THE BOOKS.

This error is all-too-common in households, as well as small businesses. The company's bank statement needs to be reconciled with the books to ensure that nothing has been missed. Allow for too many oversights, and you'll sell yourself short.

CLASSIFYING EMPLOYEES INCORRECTLY.

As a small business owner, you may find that it's cheaper and easier to hire independent contractors or freelance employees, but be aware that the IRS has different filing requirements depending on what whether they are a "true employee" or a non-employee. Make sure you know who is considered a staff member and who isn't.

NOT BACKING UP THE INFO.

Yes, we are in the Information Age in all its paperless glory – but when it comes to the books, paper is inevitable. Don't rely solely on your computer to keep your financial records. Computers crash. Files get erased. Things happen. As we continue to rely more and more on technology, this is continually made clear.

NO TRESPASSING UNDER PENALTY OF LAW

by Tony Thornton
President, Thornton Fence Consulting Group

Installation of Barbed Tape

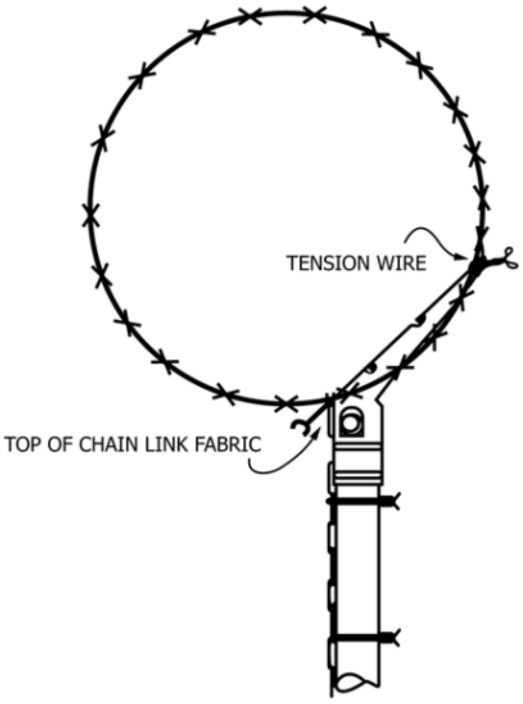
How many fence professionals have had the opportunity to install barbed tape, also known as razor ribbon to many old school guys like me? To say the least, you must be on you're A game from a safety perspective.

To begin to understand the proper installation techniques for barbed tape, we must understand ASTM F1910-98 which is the Standard Specifications for Long Barbed Tape Obstacles. It covers the materials and configuration used for perimeter security protection. Terms like single helical, single coil concertina, double coil helical or double coil concertina are used to describe the product that is specified. Additional terms that are required to be familiar with is the coil diameter, barb length and coil loops. To fully understand these terms and how they apply to specifications, see ASTM F1910-98.

The most common products used for barbed tape manufacturing are stainless and galvanized steel but not necessarily limited to these materials. With any manufactured product, you should request a certification of compliance to the ASTM Standard.

Let's discuss a basic 6' high with barb wire and added barbed tape for this discussion. With this installation, barbed wire arms usually used. For attachment of barbed tape, the contractor can use barbed wire or smooth tension wire, it basically depends on specifications. Usually when barbed tape is installed, the top and bottom wire will be stretched without the middle wire, to allow the coil to lay in between the wires.

For a typical 45-degree barb arm using two strands of wire for connection of barbed tape, the installer will stretch the coils out and allow them to rotate or spiral out naturally. Allowing the coil to rotate, ensures that we do not have any mechanical stress within the obstacle before attaching to wires. Coil loop spacing is generally 12 inches and attached with either hog rings or approved attachment components. If an electronic detection is being used, hog rings are not recommended. Below is a typical 45 degree barb arm installation.



There are many variations and types of barbed tape for high security installations and contractors must pay close attention the specifications that are provided.

If you need to purchase the ASTM Fence Materials and Products Standards guide, you can contact ASTM International at email service@astm.org or through www.astm.org. Also, please do not hesitate to contact me at info@fenceconsutlinggroup.com if you have any questions about ASTM.

**Excerpts from ASTM Standards for Fence Materials and Products, F14 Committee Chair, Benjamin D. Shirley*

Tony Thornton is a 45+ year veteran of the fence industry and is a subject matter expert in all areas of fence and gate automation. His passion is to elevate and promote the fence industry in a professional manner and provides consulting services to support fence industry owners in understanding how to implement effective procedures into their operation and maximize their profitability.

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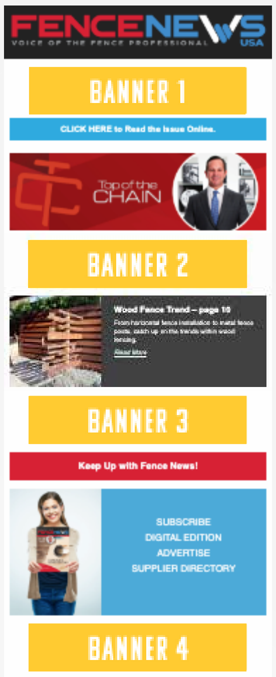
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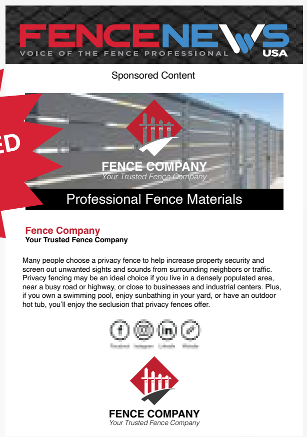
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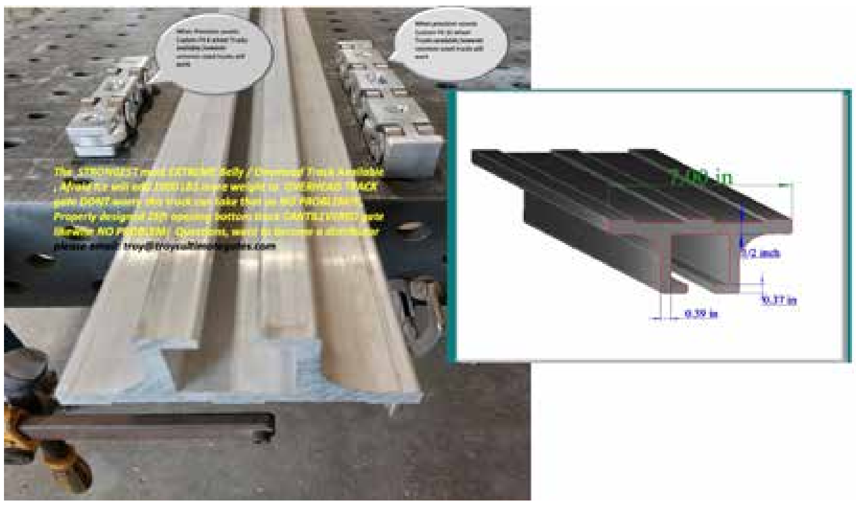
FENCE COMPANY WITH 40 YEARS' EXPERIENCE IN GATE DESIGN AND FABRICATION NOW LOOKING FOR DISTRIBUTORS OF NEW AND EXTREMLY HEAVY DUTY INDUSTRIAL GRADE ALL ALUMINUM OVERHEAD AND OR BELLY TRACK, 7in Wide Flange, mount to practically any gate frame or 8in I-Beam, particularly useful for ice conditions that may add 1000lbs to your gate, NO PROBLEM with this Track .39" wall thickness where it counts! Fits common trucks, custom trucks available within .075" of precision both 6-wheel or 10-wheel. *Email troy@troysultimategates.com, call 210-992-8440 or visit www.troysfence.com for more info.*



OVERSEAS DISTRIBUTORS, INC., A LARGE AND GROWING NATIONAL DISTRIBUTOR OF CHAIN LINK FENCE FITTINGS is hiring Inside/Outside Salespersons and Office Personnel for existing locations in KENNESAW, GA / TAMPA, FL / BALTIMORE, MD / HOUSTON, TX. Some travel required for sales. Experience with chain link and farm fittings preferred. Excellent organizational, communications and people skills are a must. Computer skills with MS Office are a plus. Relocation expenses may be reimbursed. Please send resume with verifiable work history and salary requirements to job@odifence.net.

CLASSIFIED AD RATES

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- **POSITIONS WANTED**
- **EMPLOYMENT OPPORTUNITIES**
- **EQUIPMENT** (new or used)
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$1 a word (25 word minimum)
or by the column inch rate

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If publisher has to set $60.

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Deadline is 5th of the month prior to month of publication.

Email Katie at **katie@fencenews.com** for a price quote and to schedule your ad.

Send editorial submissions to **editor@fencenews.com**.

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EVENTS

POWDER COATING WEEK 2023

February 6 – 8, 2023

Renaissance Orlando at SeaWorld® in Orlando, Florida

For more information, visit www.powdercoating.org.

NATIONAL WATER SAFETY CONFERENCE ASSOCIATION OF AQUATIC PROFESSIONALS CONFERENCE & EXPO

February 13 – 16, 2023

Colorado Springs, Colorado

These two associations are teaming up for an information-filled conference.

For details and registration information, visit www.watersafetyconference.com.

FENCETECH 2023

February 28 – March 3, 2023

Oklahoma City Convention Center

Registration is now open! Celebrate the 60th anniversary of American Fence Association with your peers at FENCETECH.

Visit www.fencetech.com for updated information and to register.

WOOD DEFENDER CLASSES FOR 2023

Training classes are held monthly. After completion, attendees are ready to hit the ground running and stain their first fence. The classes cover all aspects, including:

- **Sales and marketing techniques of the fence-staining service**
- **Equipment and product demonstration**
- **Overview of equipment options to fit every budget**
- **Specific product knowledge of Wood Defender products**
- **Proper clean up and job site management techniques**

Class dates are:

- **March 24**
- **April 28**
- **May 19**
- **June 23**
- **July 28**
- **August 25**
- **September 22**
- **October 27**
- **November 17**

For more information, and to register visit www.wooddefender.com.

119TH ANNUAL AMERICAN WOOD PROTECTION ASSOCIATION ANNUAL MEETING

April 3 – 5, 2023

Tucson, Arizona

For more information, visit www.awpa.com

COMMON GROUND ALLIANCE 2023 CONFERENCE AND EXPO

April 17 – 21, 2023

Orlando, Florida

For details, visit www.commongroundalliance.com.

FENCE CONTRACTOR SUPER SUMMIT TOUR

April 23 – 26

Cincinnati, Ohio

May 7 – 10

Salt Lake City, Utah

June 11 – 14

Dallas, Texas

June 25 – 28

Houston, Texas

September 17 – 20

Minneapolis, Minnesota

For details, visit www.fenceconsultinggroup.com.

CLFMI 2023 SUMMER MEETING

July 11 – 16, 2023

The Greenbrier Resort

White Sulpher Spriings, West Virginia

For details, visit www.chainlinkinfo.org.

SUPER SUMMIT

August 13-18 2023

Shangri-La-Resort

Monkey Island, OK

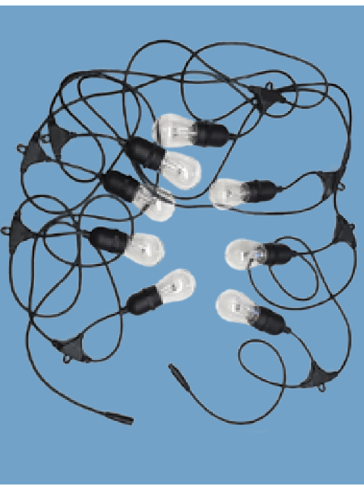
If you have a fencing industry event you'd like included in an upcoming issue, please email the information to: editor@fencenews.com.

New Solar and Low Voltage Lighting Products

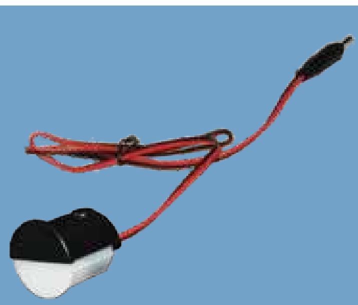
*With Bistro Light

*Without Bistro Light

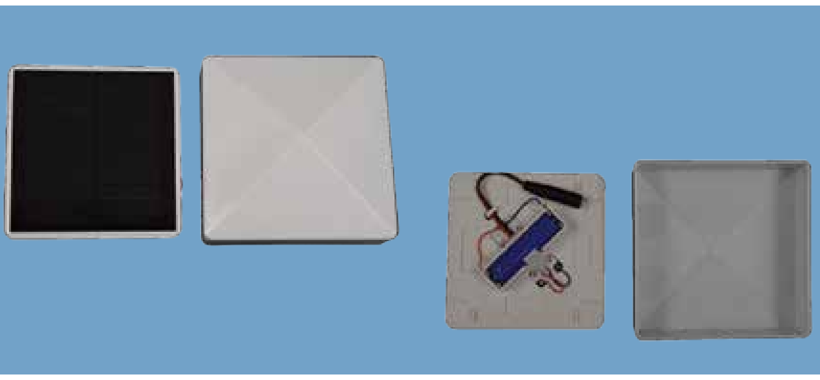
SKU# 1910 | **Low Voltage Bistro String Light**



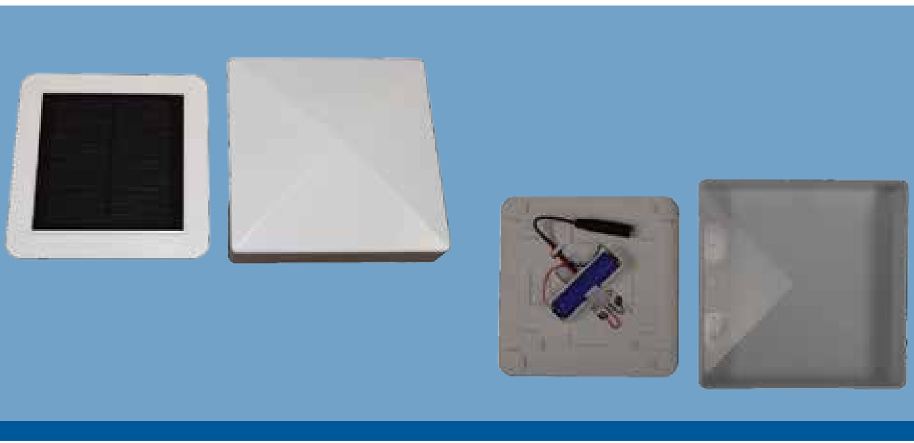
SKU# 1911 | **Solar Recessed Riser Light**



SKU# 1914 | **4” Sq. Solar Horse Post Cap - (Hidden Solar Panel) w/ Accessory Connection**



SKU# 1915 | **5” Sq. Solar Horse Post Cap - (Hidden Solar Panel) w/ Accessory Connection**



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Uniform application • Superior color retention • Waterproof formula
Extreme climate formula • Mildew-resistant

EASY TO APPLY

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